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Board of Trade Journal

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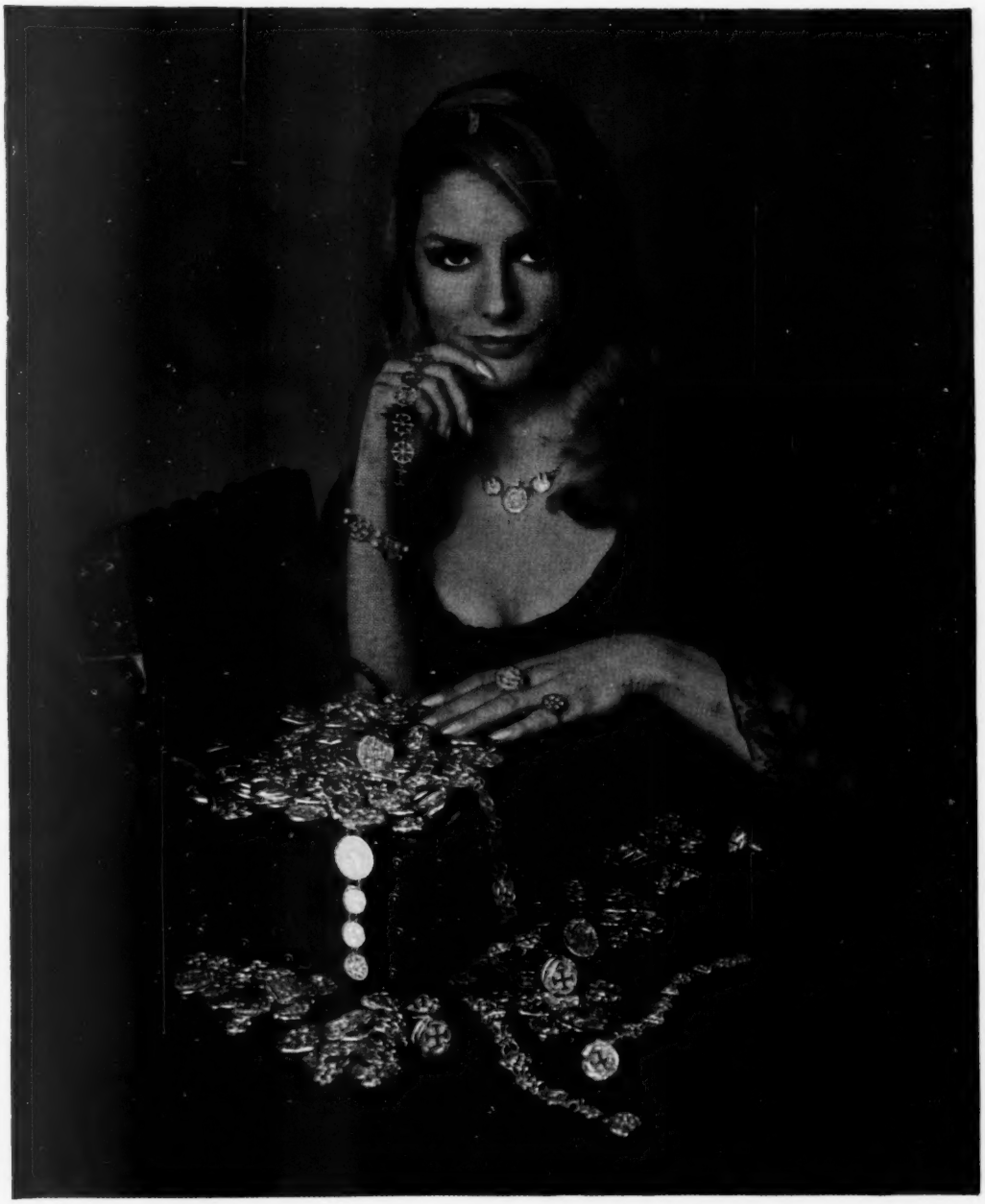

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Japan: Much scope for trade 883
International measures on gold crisis 887
Cabinet changes 887
Proposed acceleration of Kennedy Round tariff cuts . . . 888
Kennedy Round tariff reductions 888
BoT President appoints Private Secretary 888
Mr. Darling to visit Burnley and Lancaster 888
The Budget and industry 888
Consideration of mergers by the BoT 888
Weights and Measures Regulations 888
UK butter imports: quota year 1968/69 890
Applications for temporary exemption from import duty . . 891
Application for an anti-dumping duty on silicone surfactants . 891
Application for anti-dumping duties on galvanized steel sheets . 891
Changes in export licensing control 892
Export Rebate Certificates 892
Export documentation 892
ECGD backs shoe-making machinery for Russia 892
Food trade mission to Europe 892
British trade mission to Texas 892
Export seminars for senior management 892
Finding staff for firms' export needs 893
'Daily Express Jet Sell' mission to the United States and Canada 893
Britain's mink ranchers export 90 per cent of production . . 893
Welsh Industrial Estates Corporation 894
Regional planning 894
New production facilities in NE England 894
New factory for North East 894
Industrial Training Act 1964 894
NEDO reports signs of improvement for mechanical engineers . 894
BIM conference on 'Management in the 70s' 894
DEA progress report – March 1968 895
'What devaluation means' 895
Conference for senior management on automation and productivity . 895

Aviation and Shipping

Meeting to discuss Furness shipbuilding yard 896
Parliamentary Answers on aviation and shipping 896
Parliamentary Answers 898
New Books 901
Government surplus sales by auction 902

STATISTICS

The economy: selected indicators 904
General assessment of the economic situation 905
Economic report on 1967 906
Registrations of British and foreign films 906
Preliminary estimates of national income and balance of payments 1962 to 1967 907
Annual volume 'Protective Duties' discontinued 907
New companies registered in Northern Ireland 907
Census of Production for 1963 907
Index of Industrial Production for January 907
UK trade in February 908
UK trade by air 912
Aircraft noise at Heathrow Airport—London 915
Sales of department stores in week ended March 9, 1968 . . . 915
Turnover of the motor trades in January 916

Trade missions mean man-to-man contact with overseas buyers . i-iv

Metal working machine tools, orders and deliveries in January (additional table) 917
British holiday pattern in 1967 917
Production in the cotton and wool textile industries . . . 918
Orders in the textile and clothing industries 918

EXHIBITIONS AND FAIRS

Hertie Waren und Kaufhaus promotion in Germany . . . 921
Mrs. Dunwoody to visit Lyons Fair for 'British Day' . . . 921
British instruments industry contingent leaves for Moscow . . 921
IPA seminar on British Week, Stockholm 921
New ideas with industrial applications at Alexandra Palace . . 923
Inventions and New Products Exhibition for London . . . 923
Strong British participation at Frankfurt Spring Fair . . . 924
Two wheelers at Amsterdam 924
'Washable shrink resistance' for Woolmark knitwear . . . 925

OVERSEAS TRADE AND EXPORTS

Australia: Change in the procedure for waiver of British Preference . 926

TRADE AND FINANCIAL ARRANGEMENTS

France and the UK. Finland and Bulgaria. Double taxation . . 927
Information for exporters 928
Export Tours 934
Export Orders 935

TARIFF, CUSTOMS AND IMPORT REGULATIONS IN OVERSEAS COUNTRIES

Australia: Customs invoices. Decisions on tariff classifications. Revisions of customs by-laws. Tariff changes. Tariff preferences for less developed countries 946
Canada: 'Not made in Canada' ruling 949
Ceylon: Tariff amendments 945
Cyprus: Control over movement of goods 941
European Economic Community: Tariff quotas in the EEC. Further translations of EEC and EURATOM regulations. Rules of competition. Trade between Turkey and the EEC. Imports from non-member countries into the EEC: Corrigendum. Common organization of the market for cereals. Imports from non-member countries to the EEC. Trade in cereal based animal feedstuffs. Common organization of the market for rice. Common organization of the market for live plants and floriculture products . 936
France: Imports of fish from Britain under negotiated quotas. Minimum price regulations for fish. Modifications to French customs tariff 940
Gambia, The: Currency regulation 943
Irish Republic: Foot and mouth disease precautions. Customs tariff changes 941
Jordan: Customs tariff amendments. Reduction in port charges at Aquaba 941
Malaysia: Import control. Vehicle quotas 944
Nigeria: Import licensing: corrigenda. Notice by the Board of Customs and Excise 942
Peru: 90-day ban on luxury import items 950
Singapore: Pioneer Industries 944
South Africa, Republic of: Customs tariff changes. Dumping duty . 942
Togo, Republic of: Tariff modifications 943
United States: Fair Packaging and Labelling Act. Transportation of hazardous materials 949

Subscriptions, Advertisements, Reprints 952

INDEX TO STATISTICS 951

Front cover photograph

'Pirate Gold', an exciting new range of gold jewellery based on the romantic theme of buried treasure is being produced by Lings Jewellery Ltd., of Henley-on-Thames. Earlier this week Mr. Ian Mann, managing director of Lings, left for North America with representatives from 50 other firms selected to go to the 'Jet Sell', arranged by the *Daily Express*, in co-operation with the Board of Trade and the British National Export Council. Mr. Mann took with him a new sales brochure in English, French, German, Spanish and Japanese, featuring a picture of this pretty girl, proving that 'Pirates are a Girl's best Friend'. He will be visiting existing and potential customers in Boston, Atlanta, Washington D.C., St. Louis, Minneapolis and Montreal.

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INTRODUCTION TO THE JAPANESE MARKET—2

Japan: Much scope for trade

By J. H. Hamm, chairman of Dodwell and Co. Ltd. and hon. treasurer London Chamber of Commerce

AT THE END of October last year I had the honour of leading to Japan a Trade Group from the London Chamber of Commerce. This was one of a series of exchange visits between the London Chamber of Commerce and the Tokyo Chamber of Commerce inaugurated at the time of the Kilmarnock Mission in 1962, which urged the completion of a trade treaty between this country and Japan. A treaty was eventually signed and trade has subsequently expanded within the framework of that treaty.

The rehabilitation of Japan and its remarkable economic growth have been one of the marvels of the post-war world and, although the United Kingdom has unfortunately been slow to take advantage of the opportunities which existed there – especially in the field of 'know-how' agreements – there is still much scope for business, as members of the trade group discovered. To be successful, however, it is essential to know something of the way the Japanese economy works and the mentality of the people. In addition, there is a language barrier. Although a Japanese may be able to converse with you in reasonably good English, it cannot be taken for granted that he will comprehend all that you say. He will, however, be reluctant to admit this. In one of the leading Japanese hotels I once asked for a gin and bitter lemon, being unaware that at that time 'bitter lemon' was unknown in Japan. The barman, who spoke good English, did not query the order but immediately served me with a 'gin and bitters' and a lemon.

Japanese agreement with a negative is also frequently misunderstood. To the query 'The goods are not made in your own factory, are they?', the reply is likely to be 'Yes', meaning 'Yes, they are not made in our factory.' It is easy to see, therefore, that to the uninitiated the language problem contains many pitfalls.

The use of an interpreter is also apt to confuse the issues because he will feel bound to wrap up in polite Japanese language your bald statement that the buyer's terms are impossible and you could not possibly accept them. He would probably say 'the terms are acceptable but there are one or two small exceptions which need to be discussed.' This tends to lead to protracted and unsatisfactory negotiations with neither of the principals really knowing what the other has in mind and with both sides rapidly becoming frustrated and suspicious of each other's intentions.

The Japanese, too, have a different way of looking at things. An American once took an office in a large block which had underground parking spaces for tenants' cars on a monthly rental basis. He had a very large car indeed and as one of the parking spaces provided, while adequate for a normal car, was not big enough to accommodate his 'battleship' he expected to have to pay a higher rent. But when he approached the landlords and explained the position to them, he was met with polite apologies and expressions of regret for the inadequacy of the space provided and told that, in the circumstances, the charge would be reduced.

These are, of course, only amusing examples to illustrate a very real problem for anyone endeavouring to negotiate business direct with the Japanese without any knowledge of the language or understanding of the people. But when I say they are amusing examples, it must not be forgotten that our ways and thoughts must at times appear to be rather peculiar to our Japanese friends and I have no doubt they sometimes find us amusing too.

Representing the Japanese National Linguistic Bureau of Science and Technology, Mr. Koretsune (centre) signs a reciprocal agreement covering translating, typesetting and allied services, with the managing director of Intereurope Export Publications, Mr. Wolfgang Ansorge (right), and Intereurope's sales manager, Mr. M. Sargeant, at Intereurope's London offices.

Japanese customs

The point I want to make is that the Japanese cultural and commercial background is so different from our own that Western firms aspiring to do business with Japan need an intermediary familiar with the background to interpret Japanese ways and customs to them – and also to interpret their Western ways to the Japanese.

This is one of the justifications for the presence of the British Merchant Houses in Japan. The historical basis for their existence goes back over 100 years when Japan opened up to foreign trade after 2½ centuries of isolation. At that time the Japanese people were virtually ignorant of the ways of international commerce and it was obviously necessary for foreign merchants to be permitted to establish themselves in Japan in order to handle the trade for them. There were, of course, foreign merchants from other countries besides Britain and in those days all were confined to restricted areas around the ports. The British, however, were always pre-eminent among the foreign traders and I think this is true today. But the Japanese were quick to learn and soon began

(Continued on page 885)

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forming trading houses of their own. The fact that 80 per cent of the trade of Japan is still handled by trading houses of one sort or another may stem from these early beginnings and it is important to realize that, generally speaking, it is not possible to go straight to the end user in selling your product in Japan – or to the factory if you are buying. In most cases it has to be done through a trading house.

Trading firms

Two-fifths of the 80 per cent of the total trade of Japan which is negotiated by trading houses is now handled by the four largest Japanese trading firms, but there are estimated to be about 4,000 trading firms in Japan in addition to the small but important group of foreign traders. The important role of such firms in the Japanese system can perhaps best be realized when one reflects on the success of the Japanese export effort.

The development of the giant Japanese trading firms is interesting because they are part of mammoth groups which comprise manufacturing, insurance, banking and trading. Pre-war there were four or five of these groups known as Zaibatsu and, although the American Occupation Authorities broke up the Zaibatsu because of a dislike of monopolies and trusts, they have subsequently come together again. Breaking them up created difficulties for a country ruined physically and financially by the war and with a currency drastically devalued from 17 Yen to the £ to 1,000 Yen to the £ (before the devaluation of sterling) because it meant that no company had sufficient cash, and even today a feature of Japan is that even the largest companies are under-capitalized. After the war there was hardly any investing public and the few people who had money were disinclined to risk investing it in industry without the expectation of high dividends. They preferred to put it into land. It was therefore cheaper for firms to borrow money from the banks, even at high interest rates of 10 per cent or more, with the result that today the average of Japanese firms' liabilities which are represented by their own capital and reserves is less than 20 per cent.

This does not mean that Japanese firms are not worthy of credit because they are naturally looked after by the banks who have supplied so much of their capital – particularly the Zaibatsu who have their own banks – but it does mean that, when a tightening of credit is necessary, it is the banks who decide which firms to support and which firms to discard. It is therefore particularly important to know the standing of the Japanese firms with whom you enter into trading relations.

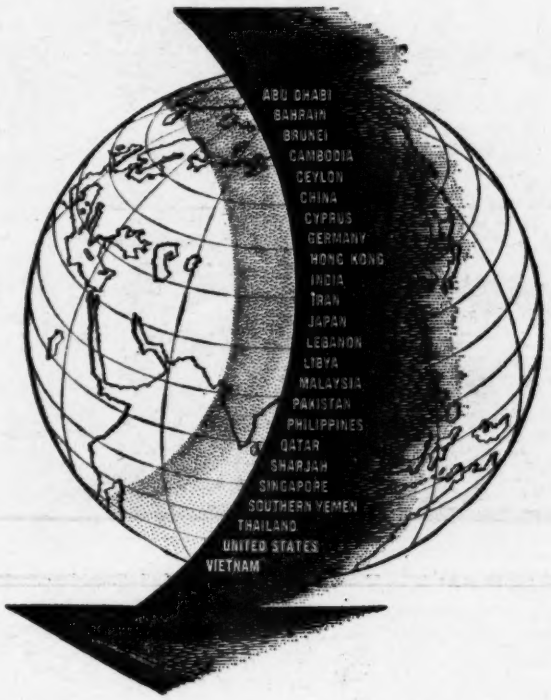
Promissory notes

Another way Japanese firms have tried to alleviate their shortage of capital is by the use of promissory notes, the usance of which tends to become ever longer. It would not perhaps be untrue to say that the internal economy of Japan today is based on promissory notes at 120 days. All these things underline the necessity of knowing with whom you are dealing. But, in these circumstances, is the market worth cultivating? The answer must be 'Yes'. Japan is one of the leading industrial nations of the world but, nevertheless, imports of machinery alone amount to nearly £300,000,000 per annum of which our share has been only about 8 per cent. The field of manufactured goods generally is a large one but high class consumer goods is also an area in which there are opportunities. The United Kingdom has a high reputation with the Japanese for producing the best in a great many lines and, with increasing affluence, they are able to indulge their taste for the best, although similar goods may be made in Japan. Scotch whisky, Yorkshire woollens, English confectionery and imported golf clubs are items which readily come to mind.

But there is another area of opportunities which I mentioned earlier and that is the selling of 'know-how' to the Japanese. Unfortunately, British firms have been slow to seize such opportunities – perhaps because there has been a fear that other Japanese firms will copy their products. But the Japanese do not now copy things as they used to and the firm buying the 'know-how' has a vested interest in seeing that it is not copied by others. Negotiating such 'know-how' agreements is again a complicated business with

(*Continued on next page*)

The best way to these EXPORT MARKETS



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much more than one Government department involved in the granting of the ultimate approval, but the end result can be very rewarding.

Joint ventures with Japanese industrialists is another alternative and, as Japan is now beginning to liberalize the investment of foreign capital, the opportunities in this direction are widening.

To sum up, therefore, the Japanese market is a challenging one, but the rewards can make the effort of cultivating it well worth while. A visit to Japan is strongly recommended as is also the appointment of a trading house established in Japan – preferably British – to take care of your interests and to negotiate on your behalf. The seeds may take a little while to plant and the initial growth is bound to be slow but, if the seed is good, the harvest is worth waiting for.

Export opportunities in Japan

BELOW is a list of current export opportunities in Japan reproduced from the *Export Service Bulletin.*

Reference No.	Commodity		Bulletin No.
ESB.11879/68	Ceramic jewellery	Export opportunity	55/68
ESB.11656/68	Buttons	Export opportunity	54/68
ESB.10826/68	Woodworking machinery	Agency	53/68
ESB. 2769/68	Cotton fabric; knitwear; lace; textile piece-goods; woollen jersey fabric	Agency	51/68
ESB.10078/68	Boring machines; gear shaping machines	Agency	50/68
ESB. 8832/68	Mining machinery and equipment	Agency	45/68
ESB. 8634/68	Furniture; greeting cards	Agency	42/68
	Market Report: The wholesale and retail distribution of consumer goods	—	47/68

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International measures on gold crisis

GOVERNMENT ACTION on the gold crisis was announced by the Chancellor of the Exchequer in the House of Commons at 3.20 a.m. on Friday, March 15, during an all-night sitting on the Transport Bill. The Chancellor's statement was as follows:

'The House will be aware of the events of the past few days. The heavy and growing demand for gold in the London gold market led the United States authorities to ask last evening – that is Thursday evening – that the London gold market should be closed at 4 today. In doing so they have made it clear that the temporary closing of the London market does not affect the United States undertaking to buy and sell gold in transactions with monetary authorities at the official price of $35 per ounce. They have also called a meeting of Central Bank Governors of the active gold pool countries in Washington over the weekend to consider the international monetary situation.

'The Government have thought it right, in order to prevent the disorderly conditions in other financial markets in the United Kingdom, to recommend the Queen to approve a Proclamation appointing Friday, March 15, to be observed as a Bank Holiday throughout the United Kingdom. This Proclamation was approved at a Privy Council held earlier this morning. The banks are, however, being asked to provide their domestic customers with normal cash requirements in sterling, including, of course, the payment of wages. The Stock Exchanges will be closed.

'The Governor of the Bank of England has, of course, agreed to join in the conference which is being called by the United States authorities and he will leave for Washington later in the day. I am arranging for representatives of the Treasury to be available in Washington for consultation during the period of the meeting.

'We have been in close touch with the United States authorities during the evening. Their objective in all this, like ours, is to secure time in which to make arrangements so as to enable markets to resume business in an orderly way after the weekend.'

A Bank Holiday was also proclaimed on Saturday, March 16.

Central banks communique

THE FOLLOWING COMMUNIQUE was issued on March 17 after the meeting in Washington of the Governors of the Central Banks of Belgium, Germany, Italy, the Netherlands, Switzerland, the United Kingdom and the United States:

'The governors of the central banks of Belgium, Germany, Italy, the Netherlands, Switzerland, the United Kingdom and the United States met in Washington on March 16 and 17, 1968, to examine operations of the gold pool, to which they are active contributors.

'The managing director of the International Monetary Fund and the general manager of the Bank for International Settlement also attended the meeting.

'The governors noted that it is the determined policy of the United States Government to defend the value of the dollar through appropriate fiscal and monetary measures and that substantial improvement of the United States balance of payments is a high priority objective.

'They also noted that legislation approved by Congress makes the whole of the gold stock of the nation available for defending the value of the dollar.

'They noted that the United States Government will continue to buy and sell gold at the existing price of $35 an ounce in transactions with monetary authorities. The governors support this policy and believe it contributes to the maintenance of exchange stability.

'The governors noted the determination of the United Kingdom authorities to do all that is necessary to eliminate the deficit in the United Kingdom balance of payments as soon as possible and to move to a position of large and sustained surplus.

'Finally, they noted that the governments of most European countries intend to pursue monetary and fiscal policies that encourage domestic expansion consistent with economic stability, avoid as far as possible increases in interest rates or a tightening of money markets and thus contribute to conditions that will help all countries move towards payments equilibrium.

'The governors agreed to co-operate fully to maintain the existing parities as well as orderly conditions in their exchange markets in accordance with their obligations under the articles of agreement of the International Monetary Fund.

'The governors believe that henceforth officially held gold should be used only to effect transfers among monetary authorities and, therefore, they decided no longer to supply gold to the London Gold Market or any other gold market.

'Moreover, as the existing stock of monetary gold is sufficient in view of the prospective establishment of the facility for special drawing rights, they no longer feel it necessary to buy the gold from the market.

'Finally, they agreed that henceforth they will not sell gold to monetary authorities to replace gold sold in private markets. The governors agreed to co-operate even more closely than in the past to minimize flows of funds contributing the instability in the exchange markets, and to offset if necessary any such flows that may arise.

'In view of the importance of the pound sterling in the international monetary system the governors have agreed to provide further facilities which will bring the number of credits immediately available to the United Kingdom authorities (including the IMF standby) to $4 billion.

'The governors invite the co-operation of all central banks in the policies set forth above.'

Chancellor's statement

SPEAKING IN PARLIAMENT on March 18 Mr. Roy Jenkins, Chancellor of the Exchequer, said:

'The House will have noted, I hope with satisfaction, the communique issued in Washington yesterday from the conference of the active contributors to the former Gold Pool.

'That arrangement is now at an end and has been replaced by the following arrangements:

First, the seven Central Banks will no longer supply gold to any free market.

Second, they have stated that they no longer feel it necessary to buy gold from the market.

Third, they will not sell gold to monetary authorities to replace gold sold by those authorities to the market.

The co-operation of other Central Banks in these policies has been invited.

'In order to give time for these new arrangements to settle down, we have agreed to close the London Gold Market for the next two weeks. While I recognize the difficulties this causes for the London Market, I am sure that it was a necessary step towards restoring normal conditions. As the House will be aware, all other markets reopened in London this morning.

'The Conference also expressed its support of the policy of the United States Government to continue to buy and sell gold at the existing price of $35 an oz. in transactions with monetary authorities. They also agreed – and the House will appreciate the importance of this – to co-operate even more closely than in the past to minimize flows of funds contributing to instability in exchange markets and to offset as necessary any such flows that may arise; and recognizing the importance of sterling in the international monetary system, they agreed to provide further facilities which have brought the total of credits immediately available to the United Kingdom authorities to $4 billion. This includes the IMF standby of $1.4 billion which we are free to draw on in full should the need arise.

'This agreement represents a signal achievement. The gold stocks of a very important part of the international monetary system have been conserved for monetary use and an opportunity has been created for the system to be developed in an orderly fashion and to be put on a more rational basis.'

Cabinet changes

IT WAS ANNOUNCED from the Cabinet Office on March 15 that Mr. George Brown had resigned as Secretary of State for Foreign Affairs, and that Mr. Michael Stewart had been appointed Secretary of State for Foreign Affairs in succession to Mr. Brown.

Note:

The Prime Minister proposes to take this opportunity to bring about the amalgamation of the Foreign Office and the Commonwealth Office into a single Office. He has asked Mr. Stewart to supervise this and to be responsible for the new Office. During this period Mr. Thomson will continue in the Cabinet as Secretary of State for Commonwealth Affairs.

Proposed acceleration of Kennedy Round tariff cuts

MR. ANTHONY CROSLAND, President of the Board of Trade, made the following statement in the House of Commons on March 14.

'In January of this year the United States Government announced certain measures to restrain overseas investment and some other forms of external expenditure in order to safeguard their balance of payments. We accept the actions which they have so far taken.

'But the administration also have under consideration the possibility of other measures, notably in the field of trade, which we should find it hard to accept both because of the threat to our own trade and the danger of wider repercussions that might jeopardize the development of world trade.

'In the light of the overwhelming importance of maintaining the expansion of world trade and avoiding a possible chain reaction of restrictive measures, HM Government, after consultation and in agreement with our fellow members of EFTA, have informed the United States Government that we are willing to implement the United Kingdom's Kennedy Round tariff cuts in full by January 1, 1969, provided that:

First, other EFTA countries, the EEC and Japan will do the same;

Second, the United States Government do not introduce measures in the field of trade such as an export rebate or an import surcharge; and

Third, the United States Government proceed at least as quickly as hitherto contemplated with their own Kennedy Round cuts and with legislation to abolish the American Selling Price system for chemicals.

'This would mean that in addition to the 40 per cent of the Kennedy Round reductions already agreed for July 1, we should proposed to make the remaining 60 per cent of the cuts on January 1 next, instead of in three annual instalments over the years 1970 to 1972. We have been in touch with other Commonwealth Governments.

'We have noted with satisfaction that the EEC Commission are studying the possibility of a similar move by the EEC. We have informed the Governments of the EEC countries, and the Commission, of the proposals which I have just announced. We very much hope that they and the Japanese Government will join us and our EFTA partners in this enterprise, which we believe will strengthen the principle of international co-operation at a crucial moment and enable the United States to deal with their current problems in a manner that will increase rather than restrict the flow of world trade.'

Kennedy Round tariff reductions

TURKEY BEGAN implementing tariff reductions agreed in the Kennedy Round on January 1, and Greece, Korea and Spain will commence implementation on July 1.

BoT President appoints Private Secretary

MR. ANTHONY CROSLAND, President of the Board of Trade, has appointed Mr. R. H. F. Croft to be his Principal Private Secretary, with effect from March 18.

Weights and Measures Regulations

THE BOARD OF TRADE have made the Weights and Measures (Amendment) Regulations 1968 and the Weights and Measures (Local Standards; Limits of Error) (Amendment) Regulations 1968. The former prescribes limits of error for the four small metric weights which were added to the list of those which can be lawfully used for trade by the Weights and Measures (Additional Metric Weights) Order, 1968 (SI 1968 No. 320). The latter prescribes limits of errors for the standards of these weights held by weights and measures authorities. The weights concerned are 4 grammes, 3 grammes, 400 milligrammes and 300 milligrammes.

The Budget and industry

AMONG THE MEASURES of interest to industry announced by Mr. Roy Jenkins, Chancellor of the Exchequer, in his Budget speech on March 19 were the following:

There is to be a strict control of prices and incomes until at least the end of next year with a ceiling of 3½ per cent. This will also apply to dividends.

Selective Employment Tax will rise to 50 per cent with effect from September 2. The increase will be refunded to those employers who already qualify for refunds of existing tax. SET is to be refunded to hotels in certain rural parts of Development Areas. It is proposed to leave effective rates of tax for part-time employees as they are and to extend effective rates for part-time employees to all employees over 65.

Employers' contributions to the Redundancy Fund will be increased by 2d. a week and 1d. for women from September 2.

The duty on hydrocarbon oils went up by 4d. a gallon on March 19—light oils, mainly petrol and diesel oils used as fuel in road vehicles. The duty on heavy oils not used on roads remains unchanged at 2.2d.

The Chancellor decided not to use the Budget to impose further restrictions on hire purchase.

The annual car Excise Duty has been raised from £17 10s. to £25. Heavy goods vehicle duties have been increased by about 50 per cent. The duty on light goods vehicles has gone up by about 33⅓ per cent. In view of other increases, the wear and tear charges and heavy load charges proposed in the Transport Bill would be dropped.

The 11 per cent rate of Purchase Tax has gone up to 12½ per cent; the 16⅔ per cent to 20 per cent; the 27½ per cent to 33⅓ per cent; and to 50 per cent for luxury goods. All changes, both of rate and scope of Purchase Tax, applied from March 19.

Note: On March 18 the National Board of Prices and Incomes recommended increased Post Office charges. Mr. Edward Short, Postmaster-General, announced on the same day that the Government had accepted these recommendations.

Mr. Darling to visit Burnley and Lancaster

MR. GEORGE DARLING, Minister of State, Board of Trade, is to visit Burnley and Lancaster on April 4 and 5. During his visit he will call on local firms and will meet representatives of local authorities, trade and industry.

The Minister will travel to Burnley on the afternoon of Thursday, April 4. In the evening he will attend a meeting with the Burnley Chamber of Commerce and will later be the guest at a dinner to be given by the President of the Chamber of Commerce.

On Friday, April 5, the Minister will visit Geo. Tweedy & Co. Ltd., Peel Mill, Burnley, manufacturers of bakery machinery. He will then travel to Lancaster where he is to attend a meeting at the Town Hall with representatives of local authorities, the Trades Council and Lancaster University. After attending a luncheon as guest of the Mayor of Lancaster the Minister will conclude his tour by visiting Storey Bros. & Co. Ltd., Lancaster, manufacturers of vinyl sheeting and Lansil Ltd., Lancaster, synthetic fibre manufacturers.

Consideration of mergers by the BoT

IN CARRYING out their responsibilities under the Monopolies and Mergers Act, 1965, the Board of Trade announce that on the information at present before them it is not their intention to refer the following four proposed mergers to the Monopolies Commission under the provisions of that Act:

(1) Hill, Samuel & Co. Ltd., and Lambert Brothers Ltd.

(2) British Ropes Ltd. and Darlington Wire Mills Ltd.

(3) Royal Exchange Assurance and Guardian Assurance Co. Ltd.

(4) Babcock and Wilcox and Winget Gloucester.

Skefko can buy new machinery at 45% below list price.

(Would this set the ball rolling for your expansion?)

Firms with a policy for expansion in the '70s are moving into the Development Areas *now*.

The Skefko Ball Bearing Co. Ltd. opened a new factory in Scotland in 1961, and their experience has shown what a good move it was. Investment grants, for example, now mean a 45% discount on all new plant and machinery, if it is paid for before the end of this year.

When they first built their new factory at Irvine in Ayrshire, they didn't expect all the advantages they have since found. At the time they needed basically two commodities: room to expand, and labour capable of being trained for precision engineering. Scotland provided plenty of both.

Naturally Skefko expected some difficulties. With manufacture divided between two plants, transport and remote control meant problems, but in the age of motorways, airlines, fast trains and telex, they're none of them insuperable. And since they made their move, additional incentives have made the Development Areas still more attractive.

Now their factory also qualifies for the Regional Employment Premium of 30/- per week for every man on their payroll. With the additional 7/6d from the Selective Employment Premium it means £97.10.0. per man per year. They also get Industrial Training Grants of up to £10 per man per week for the additional jobs they provide. Skefko have had to work hard to overcome difficulties. But it has been under conditions in which hard work can bring rewards.

Does *your* business have the same capacity for growth in the '70s?

The Development Areas are in Scotland, Wales, the North, Merseyside and the South-West.
To discuss the opportunities which they can offer you, write or 'phone Industrial Expansion at Headquarters, London, or your nearest Board of Trade Regional Office.
Or, if you would like to know more about our special Investment Grants, Building Grants, our Advance Factories, Employment Premiums and other advantages of the Development Areas and Northern Ireland, fill in the coupon and we'll send you some interesting reading.

Invest NOW for the '70s

For advice and action contact
INDUSTRIAL EXPANSION
at the
BOARD OF TRADE

1 Victoria Street, London, S.W.1. Telephone: 01-222 7877 Ext. 3333
or your nearest Board of Trade Regional Office.

To: "INDUSTRIAL EXPANSION", the Board of Trade.
Please send me "Room to Expand", the complete range of illustrated explanatory literature.

*NAME AND POSITION IN COMPANY*_____

_____

*COMPANY NAME*_____

*ADDRESS*_____

_____

*TYPE OF BUSINESS*_____ BTJ 7

United Kingdom butter imports: quota year 1968/69

MR. ANTHONY CROSLAND, President of the Board of Trade, announced in reply to a Parliamentary Question on March 18 that the quota system for imports of butter will continue for a further 12 months beginning on April 1, 1968, and that imports of near butters and substances containing butter fat will be subject to a global quota from the same date.

The total of imports of straight butter to be authorized initially will be 462,000 tons. This will comprise basic quantities of 443,655 tons as set out in column 1 of the table below; and supplementary allocations of 18,345 tons also set out below.

These supplementary allocations are, as in previous years, for delivery in the period April 1 to November 30, 1968. The intention is that imports during the months April-November should reach the sum of the quantities shown in columns 2 and 3 of the table. To the extent that actual deliveries fall short of the total, the extra authorizations will lapse automatically at the end of November.

The situation will be kept under review and a reserve of 5,000 tons is available for allocation in the light of circumstances and after consultation with New Zealand and Australia.

There will be no general provision for the carry-over of old quotas into the new quota year or for the anticipation of the new quotas in the current year. Exceptions may be made to meet special circumstances such as shipping difficulties.

Because abnormally high imports of near butters during 1967 threatened the objectives of the butter quota scheme, the Government announced on November 6 last year that open individual licences for these products were cancelled and that specific licences, to be issued only in special cases, would be required during the period up to March 31, 1968. During the past few months, excessive imports of mixtures containing butter fat have posed a new threat to the stability of our butter quota arrangements. Consequently, the Board of Trade have today amended the Open General Licence to bring under control as from tomorrow substances containing 50 per cent or more by weight of butter fat other than ghee, cheese and cream; a global quota of 9,000 tons for imports of near butters and substances containing 50 per cent or more by weight of butter fat during the year beginning April 1, 1968, has been established.

Notices to importers giving full details of the licensing arrangements for the quotas – covering both butter and substances containing 50 per cent or more by weight of butter fat – will be issued later.

The table referred to is as follows:

	Initial quantities, including basic quotas	For countries authorized to send additional quantities	
		Basic quantities for delivery April-November	Additional quantities for delivery April-November
	Col. 1 (tons)	Col. 2 (tons)	Col. 3 (tons)
Argentina	8,000	—	—
Australia	72,000 (i)	—	—
Austria	1,830	1,000	680
Belgium	215	—	165
Bulgaria	805	405	420
Denmark	98,420 (ii)	—	—
Finland	12,370	7,570	4,820
France	2,580	1,980	3,420
Hungary	1,720	1,050	580
Irish Republic	26,000	—	—
Kenya	500	—	—
Netherlands	15,060	9,500	3,500
New Zealand	176,000	—	—
Norway	1,830	1,000	680
Poland	17,120	14,000	1,125
Rumania	2,000	1,600	2,275
South Africa	1,750	—	—
Sweden	4,950	3,500	680
Uruguay	215	—	—
Total	443,655	—	18,345

Notes:
(i) Australia remains entitled to 15·9% of total authorized imports.
(ii) 66,000 tons for delivery April-November.

Notes:

The present system for controlling imports of butter by annual quota was introduced in April 1962 following applications by New Zealand and Denmark for the imposition of anti-dumping duties against subsidized imports from other countries; and has been continued each year since then.

Last year's arrangements fixed basic import quotas of 440,030 tons. Supplementary imports of 29,970 tons were also authorized (these were for delivery before the end of November) from most countries holding basic quotas. Despite the London and Liverpool dock strikes last year, and shortfalls in supplies from Australia and Denmark, there was no general shortage of butter over the year as a whole. The Australian shortfall was made good in part by the issue of additional authorizations to New Zealand and the Irish Republic.

The first-hand price of New Zealand and Australian butter has remained steady during the 1967/68 quota year at 300s. per cwt. The Danish price was increased by 15s. per cwt. to 377s. on May 2, 1967.

Retail prices of butter remained steady during the year. According to the national food survey the average price paid by housewives for butter in each of the last three calendar years has been:

1965 . . 3s. 8½d. per lb.
1966 . . 3s. 6d. per lb.
1967 . . 3s. 5½d. per lb. (provisional)

The coming year will start with large stocks. At April 1, 1968, they are expected to be around 87,000 tons compared with 69,000 tons at April 1, 1967. Given normal weather conditions and taking account of the aftermath of the foot and mouth epidemic, it is estimated that home production of butter in 1968/69 will be about 40,000 tons. This compares with a recent estimate of 38,000 tons for 1967/68 – somewhat above the original estimate because of favourable weather and despite the foot and mouth epidemic.

The initial import programme is slightly smaller than last year. This is due to a number of factors including the high level of end-year stocks which resulted in part from the substantial imports of near butter in substitution for straight butter in 1967/68.

The allocation of imports quotas for straight butter follows broadly the same pattern as last year. Quotas totalling 443,655 tons are being allocated for import during the period April 1, 1968, to March 31, 1969, with supplementary quotas totalling 18,345 tons for delivery between April 1, and November 30, i.e. the period when northern hemisphere supplies are plentiful.

During the first three quarters of 1967, imports of near butter were reaching such levels as to threaten the objectives of the butter quota scheme. These products comprise such items as butterfat, butter oil, re-solidified butter and dehydrated butter. In the four quarters of 1966 imports were respectively 1,940, 2,300, 2,400 and 3,500 tons. In 1967, the quarterly figures were 11,600, 3,200, 8,500 and 8,400 tons. Substantial quantities were used, not in traditional manufacturing processes (chocolate, confectionery, cakes, biscuits and ice cream), but in substitution for ordinary butter, heavy stocks of which will have built up by the end of the current quota period (latest estimate 87,000 tons at April 1, 1968). Consequently, the Government announced on November 6, 1967 that the open individual licences covering near butter imports were cancelled and that, until the end of the butter quota year on March 31, 1968, imports would only be permitted under specific licences to be granted in exceptional cases.

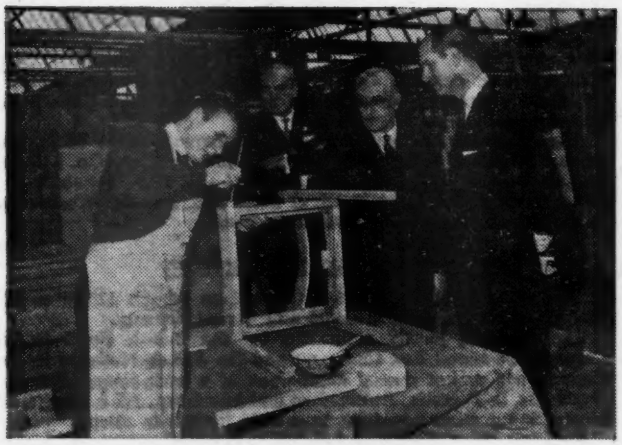
During our consultations with them about the 1968/69 butter quota arrangements, overseas representatives drew our attention to a possible new threat which seemed to be emerging. This arose from the importation of mixtures containing substantial quantities of butter fat. The Government has decided to revoke the open general licences covering such imports, and is announcing the establishment of a global quota of 9,000 tons to cover imports of near butters and mixtures containing butter fat for the year, beginning April 1, 1968. Subject to this ceiling and to the limits of their individual licences, importers will be free to obtain their supplies from the country of their choice. Allocations will be made on the basis of applications from manufacturers of food products, who need near butters and mixtures containing butter fat.

Consultations about these arrangements have been held with the Governments of New Zealand, Australia, the Irish Republic and Denmark, the four major suppliers.

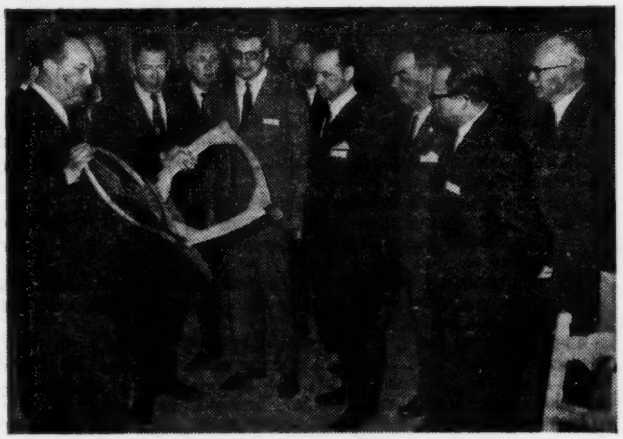
Note: Notice to Importers No. 1215 'Imports of Butter Oil and Substances Containing Butter Fat' will be issued on March 23. Full details will be published next week.

BOARD OF TRADE REGIONAL OFFICES

The normal Board of Trade contact for individual firms is the Board's nearest regional office. These offices are able to offer traders help and advice on exports, starting a new factory and similar problems. *(Addresses on page viii of March 15 issue).*



HRH Prince Philip, the Duke of Edinburgh, recently visited the Gordon Russell furniture factory at Broadway, Worcestershire. Among their recent export orders were individual pieces made for the Presidential Palace in Bagdad. Picture shows Prince Philip watching John Godfrey at work on a chair in the factory. With him (centre) is works manager Mr. Hermsen.



Seen here with Mr. Barry Bevan Funnell (extreme left) managing director of Bevan Funnell Ltd., Newhaven, are members of the Swedish inward buying mission which visited the Reprodux furniture factory on March 13. The Swedes were accompanied by members of the British National Export Council.

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers, who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by April 5, 1968.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.22	1, 6-Diaminotrimethylhexane, mixed 2, 2, 4- and 2, 4, 4-isomers	Tri-methyl hexamethylene diamine	December 31, 1968	13137
29.25	*N*-(3-Chloro-*p*-tolyl)-2-methylvaleramide	As in previous column	December 31, 1968	6119
29.31	Di-(4-chlorophenyl) sulphone	4, 4 Dichloro diphenyl sulphone (minimum 99·9% pure)	December 31, 1968	13135
29.35	Methyl 7-diethylamino-4-hydroxy-6-propyl-quinoline-3-carboxylate	Methyl-7-*N*, *N* diethylamino-4-hydroxy-6-n-propyl-3-quinoline carboxylate	December 31, 1968	13144
83.13	Tinplate caps for sealing jars, of an internal diameter on the rim of not less than 1·580 inches and not more than 1·610 inches and a maximum depth of not less than 0·415 inch and not more than 0·425 inch stamped from tinplate of nominal thickness of 0·0066 inch, with an internal curl, a vinyl coating applied to the internal surface and a plasticized lining compound deposited on the internal side wall and top sealing panel to form a sealing gasket	Tinplate caps for sealing jars	December 31, 1968	10009

Application for an anti-dumping duty on silicone surfactants

THE BOARD OF TRADE gave notice on December 22, 1967, that they were considering an application for the imposition under the Customs Duties (Dumping and Subsidies) Act 1957, of an anti-dumping duty on silicone surfactants from the United States. The Board of Trade now announce that they are satisfied that dumping has been taking place, and that this has caused material injury to the British industry and threatens still further injury.

The Board of Trade have accordingly made an Order (the Anti-Dumping Duty Order, 1968) imposing anti-dumping duties of 5s. 9d. per lb. on copolymers of methylsiloxane blocks with oxyalkylenes in which the oxyalkylene portion consists of oxyethylene and oxy-1,2-propylene units in molar proportions between 70:30 and 30:70, originating in the United States and being a product of the Union Carbide Corporation or of the Dow Corning Corporation.

The Anti-Dumping Duty Order, 1968, came into force on March 19, 1968. Copies of the Order (SI 1968 No. 384) are available from HMSO, price 6d., by post 9d. For the purpose of implementing this Order, the Commissioners of Customs and Excise, on the direction of the Board of Trade, will require proof of the origin of any of the goods in question exported to the United Kingdom from any country.

Application for anti-dumping duties on galvanized steel sheets

THE BOARD OF TRADE gave notice on July 28, 1967, that they were considering an application under the Customs Duties (Dumping and Subsidies) Act, 1957, for the imposition of anti-dumping duties on imports of galvanized steel sheets manufactured by the Steel Company of Canada Limited.

The Board of Trade announce that after a full investigation they are satisfied that imports of galvanized steel sheets from Canada have been made at dumped prices and that this has caused material injury to the British industry. Satisfactory assurances regarding future export prices to the United Kingdom have now been received from the Steel Company of Canada Limited, and the Board of Trade are therefore taking no further action.

OVERSEAS COMMERCIAL POSTS

Over 200 official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of addresses is given on pages i-viii of last week's issue.

Changes in export licensing control

THE BOARD OF TRADE announce certain changes in export licensing control. Effect is given to these changes in the Export of Goods (Control) (Amendment No. 2) Order, 1968, which will come into force on March 27.

The Order amends the control position as follows:

1. Export control is removed (except for exports to Southern Rhodesia) from civilian type multi-axle-drive vehicles and tractors.
2. The heading relating to pipe and tubing lined or covered with polytetrafluoroethylene or polychlorotrifluoroethylene has been re-defined.

Copies of the Export of Goods (Control) (Amendment No. 2) Order, 1968 (SI 1968 No. 370) can be obtained from HMSO, 49 High Holborn, London, W.C.1, and branches (price 6d. each; or by post from HMSO, PO Box 569, London, S.E.1, price 9d.).

Inquiries (other than Press inquiries) about these changes should be addressed to the Export Licensing Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757).

Export Rebate Certificates

THE REVENUE ACT, which provides that exported goods will not qualify for Export Rebate after March 31, except for goods shipped under a written contract of sale for which a Board of Trade Export Rebate Certificate has been issued, received the Royal Assent on March 13. Under Section 2(2) of the Act, written application in the prescribed form must be made to the Board of Trade for certificates not later than one month after the passing of the Act. Applications for certificates should be made, *not later than Friday, April* 12, to: The Export Rebate Certificate Office, Board of Trade, Colman House, Victoria Avenue, Southend-on-Sea, Essex.

The Board of Trade will be unable to accept any application made after that date.

The written contracts eligible for certification need to have been made before November 19 and to contain no provision for variation of terms on withdrawal of export rebate. As a result of amendments made during the passage of the Bill, eligibility is no longer confined to contracts payable in sterling. Instead, where the price is expressed in sterling under the contract, there must be no provision for altering the contract on a change in exchange rates, nor for converting the price into foreign currency at the exchange rate prevailing before November 19; alternatively, where the price is expressed in a foreign currency, the contract must provide either for any foreign currency payable to be reduced on a change in its sterling exchange rate, or for converting the price into sterling at the exchange rate prevailing before November 19.

Export documentation

THE COMMISSIONERS of Customs and Excise give notice that from May 1, 1968, use of the old prints of the three forms mentioned below is to be discontinued and only prints in the aligned series will be accepted.

Form X.S. 29.	Specification for Produce and Manufacture of the United Kingdom exported.
Form X.S. 30.	Specification for Re-exports of Imported Merchandise.
Form X.S. 63A.	Shipping Bill for Merchandise required to be entered before shipment solely by reason of Export Licensing requirements.

ECGD backs shoe-making machinery for Russia

THE EXPORTS CREDITS Guarantee Department recently signed a Financial Guarantee covering the sale of shoe-making machinery to the Soviet Union.

The contracts, worth £3.2 million, are between V/O Technoproimport, Moscow, and British United Shoe Machinery Co. Ltd. and Ralphs Unified Ltd., both of Leicester. The £2.6 million loan is being made available by Barclays Bank Ltd. and the Westminster Bank Ltd. and is repayable over seven years.

Food trade mission to Europe

A 20-STRONG Food Export Mission left on March 12 for a joint trade drive in Belgium, Holland and West Germany.

The Mission, jointly sponsored by the British Food Export Council, the Metal Box Company and the British National Export Council will mount special exhibitions of a wide range of British foodstuffs, in Brussels, Amsterdam and Hamburg. All leading trade buyers in the three countries have been invited to attend.

Products being displayed will include canned soups, meats, fish, fruit and vegetables, sauces, meat extracts, cocktail delicacies, jams, marmalades, smoked fish delicatessen, processed cheeses, puddings, biscuits and confectionery.

Promotion of sales of British cans and packaging will be an integral part of the operation.

The Mission is part of the BFEC's continuing trade drive in Europe. A similar mission organized 12 months ago to Paris and Düsseldorf was highly successful.

British trade mission to Texas

FIFTEEN LEADING BRITISH salesmen flew to Dallas, Texas, on March 17 to market British industrial equipment, including components for the Texan oil industry. They plan to carry out research into the market for a wide range of manufacturers associated with the chemical and petro-chemical industries. These will include pumping, storage and cooling equipment for gas and oil, cleansing machinery, storage tanks and purifying plant.

For some time BNEC United States of America has been looking at the selling opportunities in Texas and the views of the committee have been reinforced by a good deal of research undertaken by individual members of the committee, the British Consulate in Houston, Industrial and Trade Fairs Limited, and backed by a full market survey.

Export seminars for senior managment

EIGHT ONE-DAY SEMINARS for senior management are to be held in the Design Centre, London, as part of the 'Design for Export' project which is being organized by the British National Export Council and the Council of Industrial Design in June and July this year.

The seminars – which will be of interest to top management concerned with exporting – will cover four major subject groups: 'Market information'; 'Designing for standards'; 'Product development'; and 'Packaging and presentation'. Each subject group will be covered in two separate seminars, one for capital goods manufacturers and the other for makers of consumer durables. The capital goods seminars will be held on June 12 and 13, and June 26 and 27. The dates for the consumer durable seminars are June 19 and 20 and July 3 and 4.

Most of the speakers at the seminars – who will give short presentation as a trigger for discussion – will be from companies whose case studies are being featured in the special Design Centre exhibition as part of 'Design for Export'. Other speakers will discuss aspects of the subject not included in the exhibition.

A leaflet giving preliminary information is being distributed to approximately 4,000 firms early in March and the full seminar programme will be distributed on a wide basis early in April. Anyone interested in receiving information about the seminars should write to: 'Design for Export', British National Export Council, 6-14 Dean Farrar Street, London, S.W.1.

COLOUR BLOCKS FOR 'JOURNAL' FRONT COVER

Colour cover blocks: *Now that the* Journal *is using four-colour illustrations each week on the cover, the Editor will be pleased to consider prints of suitable export pictures for which letter-press blocks are available. Colour transparencies from which the submitting firm intend to have blocks made for their own publicity purposes will also be considered.*

Black and white prints: *These should be 'action' photographs showing United Kingdom goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination. Photographs of United Kingdom businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.*

Finding staff for firms' export needs

FIRMS WANTING experienced and highly qualified staff to help in their export drive may find just the people they are looking for in the Ministry of Labour's Professional and Executive Register. This register is held at 40 of the largest employment exchanges throughout the country, located in towns which have a large volume of industrial, commercial managerial and professional work. These offices are closely linked and are able through their national coverage to select the best qualified candidates to meet a firm's needs.

Details of a considerable number of export executives are held by the register, which has also been informed by the British National Export Council, the Confederation of British Industry, the Association of Chambers of Commerce and the Institute of Directors of inquiries reaching them from people with knowledge of exporting and foreign markets. From all these sources it has been possible to build up a composite register, which is being reinforced all the time by new applications from others qualified in the export trade.

The ability and readiness of the register to provide staff for firms seeking to expand their export departments has thus been improved and its facilities have been brought to the notice of employers throughout the country. In the recent round of 'Action 68' conferences, arranged by the BNEC, firms were invited to make use of the service when recruiting export staff, and, subsequently, details of many of the experienced exporting executives held on the register were sent to a large number of employers.

Publicity given to the work of the register has led to many more applicants for enrolment, and their numbers will have added to the 300 already registered last December; about half of these people are in employment, but seeking progressive or better paid posts, or posts offering wider prospects.

The register is, therefore, even better placed to find candidates with the knowledge of product, market, language and export procedure that employers require.

It includes, for example, an export manager with an engineering degree, fluent Spanish, and a wide knowledge of sales marketing with an internationally known company who is seeking a salary of £5,000 and also a young sales executive aged 25 bi-lingual German, who is an Associate of the Institute of Export with 4½ years' selling experience abroad asking a salary of £1,500 a year. In the middle range there is an expert in export marketing, aged 39, a member of the Institute of Marketing, an Associate of the Market Research Society and of the Textile Institute. He is widely experienced in market research, sales promotion and selling in home and overseas markets, has a knowledge of chemicals, textiles, and synthetic fibres, and is looking for a post at £3,000 a year.

It is recognized, however, that on many occasions a firm's requirements can be very specialized, and in finding candidates for consideration, the register does its best to match these requirements with the experience and qualifications of those seeking export jobs.

Any employment exchange can put a firm in touch with the register. While the register will help firms to find senior staff, the Commercial Register, held at each Employment Exchange will help them to find people for other posts in their export departments.

Warren Lamb Associates, Hesketh House, Portman Square, London, W.1, have recently organized an export register of over 1,000 qualified personnel to date.

'Daily Express Jet Sell' mission to the United States and Canada

SIXTY-EIGHT businessmen representing 50 British companies left Heathrow Airport in a chartered VC-10 on March 15 to take part in the '*Daily Express* Jet Sell' trade mission. The mission will visit Boston, Atlanta, Washington, St. Louis, Minneapolis and Montreal, returning to the United Kingdom on April 4. While in the United States, the mission will be accompanied by officials of the Board of Trade in London and the Consulate-General in New York.

A wide variety of consumer goods will be represented in the 'Jet Sell', ranging from ladies' and children's fashions through giftware, household goods, sporting goods, toys, to such unusual items as inflatable plastic chairs, replicas of the Liberty Bell and a miniature racing car. Several members of the group have previous experience of selling in the United States and are intent on building on previous success. Others are approaching the market for the first time and their objective will be to familiarize themselves with the requirements of the most sophisticated and competitive market in the world.

Members of the mission boarding the plane. Sir Max Aitken flew out with the party and Mr. Angus Ogilvie was at the airport to wish them success.

The mission has been organized with extensive assistance from the Board of Trade and the Commercial Posts in the United States and is receiving financial assistance from the British National Export Council. Publicity arrangements are being handled by the Central Office of Information in the United Kingdom and British Information Services in the United States.

Britain's mink ranchers export 90 per cent of production

ONE MILLION two hundred and eighty thousand mink pelts of various hues – dark, pastel, topaz, pearl and white – have been sold in London this year. Of this number, more than a quarter of a million pelts came from 250 mink ranches dotted in various parts of England, Scotland and Wales, and earned for Britain more than £1 million in foreign currency.

At an auction sale in the City of London – Beaver Hall, Garlick Hill – Mr. Ivan Kvaal, the executive officer of the British Fur Breeders' Association, the organization to which the British mink farmers belong, explained to a *Board of Trade Journal* representative how mink ranching in Britain has grown over the last ten years.

Of the total number of pelts produced in Britain annually – some 300,000 – between 90 and 95 per cent are sold to overseas buyers at an average price of between £4 and £5 per pelt. At the February auctions in London there were buyers from Spain, Germany, Italy, the United States and the Scandinavian countries. Pelts from Holland, Norway and Denmark were also sold.

British fashion furs export orders

The London Fur Fashion Export Group, formed a little over one year ago by seven leading manufacturing furriers, has already secured export orders worth over £550,000.

The Group is sending follow-up selling missions to Sweden, Denmark, Austria and Switzerland during March and April. The first mission leaves London on March 15 for Stockholm, and will be showing the members' new fashions there until March 21; then in Copenhagen from March 22 to 27 – during the Scandinavian Fashion Week; and in Vienna from March 28 to 31, to coincide with the Viennese Fashion Week. The second mission is to Zurich, from April 22 to 26.

Both these missions are sponsored by the British National Export Council.

The Group will participate again in the International Fur Fair at Frankfurt, from April 3-7, under the Board of Trade's Joint Venture scheme.

Welsh Industrial Estates Corporation

MR. ANTHONY CROSLAND, President of the Board of Trade, has appointed Mr. Tom Jones to be a member of the Welsh Industrial Estates Corporation as from March 1. Mr. Jones is a regional secretary of the Transport and General Workers Union, and fills the vacancy caused by the resignation of Mr. R. C. Mathias, who is now a member of the National Board for Prices and Incomes.

Notes:

Mr. Jones is a regional secretary of the Transport and General Workers Union.

Mr. Mathias was a member of the Welsh Industrial Estates Corporation from 1960 until his resignation in November 1967. He is now a member of the National Board of Prices and Incomes.

The Welsh Industrial Estates Corporation together with those for England and Scotland (formerly known as the Industrial Estates Management Corporations) were set up under the Local Employment Act, 1960. The corporations, which were the successors to the Industrial Estate Companies, are responsible for the development and management of Board of Trade industrial estates and factories. Among the principal estates managed by the Welsh Corporation are those at Treforest, Wrexham, Bridgend, Fforestfach and Hirwaun. The Corporation is also responsible for building factories on behalf of the Board of Trade; current projects include 14 advance factories and the development of sites acquired by the Board to meet the requirements of industry in the Development Area.

Regional planning

BROADSHEET NO. 17 in the series *Changing Britain* is now available from DEA. It is on the subject of Regional Planning, some aspects of which were covered in the previous Broadsheet on the Development Areas.

Many regional problems arise from the rapid development of newer industries in areas like the Midlands and Greater London, with shortages of housing, overcrowded transport and overburdened educational and welfare services. Another type of regional problem is posed in areas where, though unemployment is less than in Development Areas, industrial growth is relatively slow.

This Broadsheet looks briefly at how these two groups of regional problems have arisen and are being met. A map shows the eight English economic planning regions and the percentage of population of England and Wales in each.

DEA Broadsheets have a circulation of over 220,000, largely in industry, trade unions and places of education.

New production facilities in NE England

THE BORDEN Chemical Company (UK) Ltd., the Southampton based manufacturers of synthetic resins, adhesives and specialized plastics, has recently announced a new development for additional production facilities. These are now under construction on the Peterlee Industrial Estate near Durham.

The new development is essentially a production unit for synthetic resins and for formaldehyde – the latter being a basic raw material for the resin products.

The decision to site the new development in North-east England was made in 1966 after a study had been made of the geographical location of the various markets for the resin products. A number of sites (advised by the Board of Trade) were investigated and the most suitable for the company's requirements were considered to be the Peterlee Industrial Estate being developed by the Peterlee Development Corporation.

New factory for north east

THE MIDLAND based Harris & Sheldon Group is to set up a glass fibre tube manufacturing plant in Alnwick as a result of a recently signed 'know-how' agreement with Sportglass Incorporated of America.

A subsidiary company has been formed to manufacture and market the glass fibre tube which, in addition to providing blanks for a new range of Hardy fishing rods, will supply tubes for many industrial applications.

Industrial Training Act 1964

THE INCLUSION within the scope of the Wool, Jute and Flax Industry Training Board of dealing in yarn (other than of jute, flax or hemp) and certain activities connected with the handling of the home wool clip, would be the principal effect of amendments which the Minister of Labour, Mr. Ray Gunter, proposed should be made to the Industrial Training (Wool, Jute and Flax Board) Order, 1966* and to the Industrial Training (Carpet Board) Order, 1966†.

The Minister, on March 11, circulated to interested organizations draft Schedules incorporating his proposals which also included an amendment that would have the effect of widening the scope of the Wool, Jute and Flax Board in its coverage of activities concerned with arranging for the carrying out on commission of certain processes. Excluded from that Board would be establishments mainly engaged in exporting or in international trading or in selling yarn by retail. A number of other amendments are proposed with a view to clarification of the two Orders.

Any organization which considers that it has an interest in either of these draft Schedules, and has not yet received a copy, should apply to the Ministry of Labour (TC1), 168 Regent Street, London, W.1 (Tel. 01-437 9088, Ext. 102). Observations on the draft Schedules should reach the Ministry by April 8.

The Act empowers the Minister to amend an industrial training order. The scope of the Wool Industry Training Board, which was originally set up on June 29, 1964 was amended to include the jute, flax and cordage industries on April 27, 1966. The Board covers some 235,000 employees. The Carpet Industry Training Board which was set up on March 18, 1966, covers about 44,000 employees.

* Industrial Training (Wool, Jute and Flax Board) Order SI 1966 No. 428, price 9d. net.
† Industrial Training (Carpet Board) Order, SI 1966 No. 245, price 9d. net.
Available from HMSO or through any bookseller.

NEDO reports signs of improvement for mechanical engineers

THE SHORT-TERM trends working party of the Mechanical Engineering EDC published on March 8 its quarterly report. This covers orders and deliveries up to September last, coupled with a forecast of future trends. Up to September new orders continued below deliveries, and most companies had spare capacity. Many companies now report encouraging inquiries, but few of these are yet being translated into orders because there is still a widespread lack of confidence.

The Board of Trade investment survey and the EDC's recent survey of investment intentions in mechanical engineering indicate an increase in manufacturing investment this year. Moreover, there should be a pick-up in exports as a consequence of devaluation. A small sample survey made shortly after devaluation indicated an increase in exports of 13 per cent in 1968 and of home sales of 3-4 per cent (a result of the higher cost of imports), giving an overall increase in sales of 7 per cent. This sample may be above average in performance, and the working party has concluded that production by the end of 1968 may be 6 per cent more than at the end of 1967, i.e. the index of production may reach 160.

Other indications also support an optimistic view of prospects, e.g. the recent NIESR annual survey of engineering and the CBI's industrial trends survey. On these views the home order book should improve.

BIM conference on 'Management in the 70s'

'MANAGEMENT IN THE 70S' was the theme of the British Institute of Management National Conference in London on March 12 and 13. The opening address, by Sir Gordon Newton, editor of the *Financial Times*, was on 'The Economic Prospect – conditions for effectiveness in business management' and subsequent papers were on: Planning – a developing science in industry and Government; Organization for growth – the structure of business enterprises; The conduct of business – legislative and constitutional developments; A perspective on marketing and distribution; Investment and manpower – the key factors; Plans for progress in management education.

DEA progress report — March 1968

THE MARCH 1968 issue of DEA Progress Report was published on March 14.

Progress Report is published monthly by the Department of Economic Affairs in two sections, an Economic Section and an Industrial and Regional Section. The articles in the current issue include the following. Going metric; in May 1965 the Government announced that they favoured a gradual change to the metric system of weights and measures. This article describes the movement towards the system.

Financing overseas development assistance; an examinaton of British economic aid to developing countries is made in the light of the January cuts in public expenditure. The way in which aid is divided between loans and grants, and the strong representation of Commonwealth countries among the recipients are brought out. Particular attention is paid to the technical assistance programme and the contribution of experts in fostering development overseas.

Industrial training is also covered. There is a growing demand in industry for qualified and skilled manpower of all kinds. This article describes how the scope and quality of industrial training are being improved through the work of the Industrial Training Boards and by direct Government measures.

'What devaluation means'

THE DEPARTMENT OF ECONOMIC AFFAIRS Broadsheet No. 18 'What Devaluation Means' is now available.

It explains simply some of the reasons for changing the exchange rate of sterling; how this should help to strengthen the balance of payments; the need for keeping down expenditure, and the broad implications for prices and incomes.

DEA Broadsheets have a circulation of over 220,000, largely in industry, trade unions and places of education. Copies are available from Publications Division, Central Office of Information, Hercules Road, London, S.E.1.

Conference for senior management on automation and productivity

'AUTOMATION FOR PRODUCTIVITY' is the title of a conference for senior management, to be held at the Institution of Electrical Engineers at Savoy Place, London, W.C.2, on May 14 and 15. The IEE is organizing the conference, with the support of the Ministry of Technology, the Confederation of British Industry and the Industry Automation Liaison Committee, so that senior managements of user industries can be informed of the techniques available in the integrated control of industrial processes and particularly in the use of digital control computers. The conference will be held under the aegis of the United Kingdom Automation Council.

Mr. Anthony Wedgwood Benn, Minister of Technology, who is to provide the opening address of May 14, has sent a message to the organizers saying, 'Your conference is aimed at those in management who will actually take decisions about future investment in automation. It is good to see that the professional institutions accept this need to explain the economic advantages of the application of the technology they have so painstakingly fostered in the past. I wish you every success.'

The conference programme will comprise a number of papers given by invited speakers from industrial users who have already had experience of integrated control. The papers will be specifically slanted towards top management, rather than the technical experts in the field, and will contain the minimum of technical detail; they will emphasize the economic and management factors involved in implementing these schemes.

The conference fee is 20 guineas, to include attendance at the sessions, a copy of the Conference Publication, dinner on May 14 and luncheon on May 15. Those wishing to attend should apply for a registration form to the Conference Department of the Institution of Electrical Engineers, Savoy Place, London, W.C.2 (Tel. 01-240 1871, Ext. 218. Telex 261176).

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Aviation and Shipping

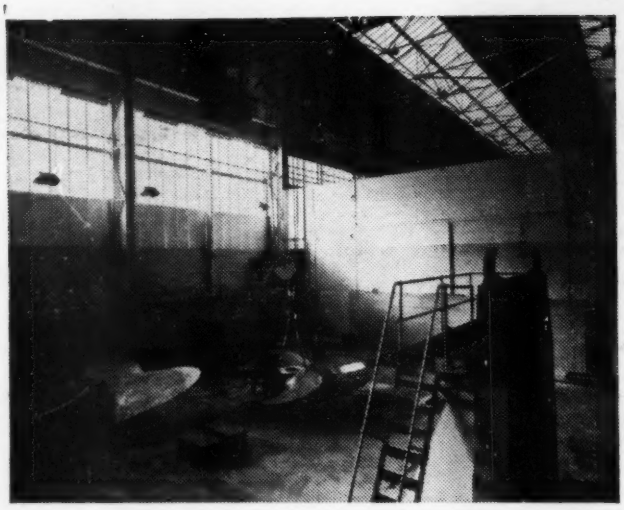
Meeting to discuss Furness shipbuilding yard

MR. ANTHONY WEDGWOOD BENN, the Minister of Technology, Mr. Fred Lee, Chancellor of the Duchy of Lancaster (the Minister with special responsibility for the North East), Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, Mr. E. Fernyhough, Joint Parliamentary Secretary, Ministry of Labour, Dr. Jeremy Bray, and Mr. Gerald Fowler, Joint Parliamentary Secretaries, Ministry of Technology, and Sir William Swallow, chairman of the Shipbuilding Industry Board, on March 15 met a group of Members of Parliament representing constituencies in the North East and representatives of the Confederation of Shipbuilding and Engineering Unions.

The meeting discussed implications of the recently announced rundown of the Furness shipbuilding yard from the point of view of the shipbuilding industry and local employment in the North East.

The Ministers took note of the points raised during the discussion and stressed that they were continuing to examine possibilities for the yard to become part of a viable shipbuilding unit, or some alternative use of the yard's facilities.

It was agreed that a rapid economic appraisal should be made of whether any way could be found to put the yard on a long-term viable basis in consultation with the unions, the SIB and other interested parties.



A sunken area created at the Birkenhead works of Stone Manganese Marine Ltd. for handling large propellers. The necessary overhead clearance for the largest sizes of propellers, when they require to be turned over, has been obtained by digging out an area of almost 3,500 sq. ft., and creating a working floor almost 10 ft. below the level of the rest of the machine shop. Within this area is located the balancing rig, on right, possibly the largest in the world. Some 60 per cent of Stone Manganese Marine's production is exported to over 40 countries.

Parliamentary Answers on aviation and shipping

Below are a number of Parliamentary Answers relating to the aviation and shipping industries. Other Parliamentary Answers will be found on pages 898-900.

TUESDAY, MARCH 12

Third London airport

In reply to a request in the House of Lords to produce, before the Stansted Inquiry took evidence, an objective and independent report containing the estimated costs likely to be incurred in the development of Stansted itself and other sites which were likely to be considered for London's third airport, Lord Beswick said that the preparation of an objective and independent report on costs and all the other aspects of the third London airport problem would be a matter for the inquiry itself on the basis of evidence presented by, or sought from, the Government, the British Airports Authority or others such as consultants. The Government would give the new inquiry all possible assistance at all times.

WEDNESDAY, MARCH 13

Air traffic statistics

The President of the Board of Trade was asked if he would give the number of passengers on scheduled flights from Scottish airports to the London airports who subsequently transferred to flights to countries outside the United Kingdom, Channel Islands and Isle of Man in the years 1963 to 1967, stating also the most common destinations. In reply Mr. J. P. W. Mallalieu, Minister of State, Board of Trade, said that regular air traffic statistics were not collected in a form that yielded this information. The honourable Member might find of some help the reports of 'A Survey of Passenger Traffic at London's Airports Summer 1965' by the Ministry of Aviation and 'London Airport Traffic Study. Heathrow Airport, Part 1: 1966 Traffic Characteristics' by the British Airports Authority, copies of which were in the library of the House.

The Minister replied to further questions which gave details relating to the winter statistics and annual totals for the number of weekly scheduled passenger services from Scottish airports to countries outside the United Kingdom, Channel Islands and Isle of Man in the years 1963 to 1967, and the amount of freight air-lifted from Scottish airports to countries outside the United Kingdom, Channel Islands and Isle of Man in the same period, which are published in *Hansard*.

In reply to another question concerning the proportions of the scheduled passenger services covering the same areas and provided by the nationalized British airlines, the independent British airlines, and the foreign-owned airlines, Mr. Mallalieu said that the estimated proportion of international air passenger services, taken as flights scheduled and advertised in time-tables, offered at Scottish airports by the nationalized corporation during the five year period was about 20 per cent; by the British independents about 7 per cent in 1966 and 1967; and the remainder by overseas airlines.

Development of Luton Airport

A questioner asked if, in considering the third London airport siting the President would consider evidence supplied to him by the honourable Member for South Bedfordshire on the extensions to Luton Airport which could enable it to cater for up to 5,000,000 passengers annually, thus postponing for five years the necessity for a decision on the third airport at the same time diversifying the industrial pattern in South Bedfordshire. In reply Mr. Mallalieu said: 'The development of Luton Airport is, in the first place, a matter for Luton Corporation who will no doubt consult my Department about any plans for expansion. Any firm proposals will certainly be relevant to the inquiry dealing with the third London airport; but Luton's capacity is, in any event, considerably restricted by the need to avoid interference with traffic using Heathrow.'

Levels of aircraft noise

Mr. Mallalieu replying to a questioner who asked when he intended to place in the library the results of his tests of the levels of aircraft noise in the Royal Borough of Kensington and Chelsea last summer, said that the preparation of the revised noise and number index contours for the areas affected by Heathrow traffic was a complex task involving the processing of over 30,000 measurements and the analysis of statistics of aircraft movements. He could not at present say when the contours would be ready but they were being prepared as quickly as possible.

In answer to a further question concerning what steps he intended to take to alleviate the nuisance caused by aircraft noise in London, the Minister said that noise abatement measures for the London airports were under continuous review and would be improved whenever possible. In addition, they were proposing plans for a system of aircraft noise certification which he hoped would ensure the development of quieter aircraft.

Runways at Stansted

A Member asked what advice had been sought from the British Air Line Pilots Association in regard to equipping Stansted Airport with two parallel runways but with no alternative runway available for crosswinds and when conditions were gusty or wet; and what reply he received. In reply Mr. Anthony Crosland, President of the Board of Trade, said this was not a question of safety but of regularity of operations, and in these circumstances he did not consult the British Airline Pilots Association. The issue had, however, now been overtaken by the decision to set up an inquiry which he announced on February 22.

Use of airports

Asked if he would give an assurance that the right of the operator to use the airport which best suited his needs was unaffected by the recent Government review of the respective roles of Glasgow and Prestwick airports, Mr. Mallalieu replied: 'Operators can, of course, make what applications they wish. But they will, I hope, take note of the Government's recent statement as to the roles of these airports, which reflects the views of both Glasgow Corporation and the BAA, and frame their applications accordingly.'

BoT operated aircraft

Mr. Mallalieu said that aircraft operated by the Board of Trade consisted of nine Doves, three Princes, a President, an HS125 and a Chipmunk.

Boeing's noise level at Heathrow

The President was asked if he was aware that the noise levels of the Boeing 707-320 and the Boeing jumbo-jet 747 were in excess of London Airport, Heathrow, limits; and why he had approved the expenditure of £11 million to enable Heathrow to take aircraft which under his noise regulations would not be able to use this airport. Replying Mr. Mallalieu said the questioner was under a misapprehension. The Boeing 707-320, which was already in regular use at Heathrow, conformed fully to the noise abatement limits there. The Boeing 747 was expected to be quieter than current heavy jet aircraft, such as the 707-320, and would therefore be well within the Heathrow noise limits. Thus the second point did not arise.

Concorde flight

Asked if he would give an assurance that Concorde would not be allowed to fly until the Olympus 593 engine had received a certificate that it complied with noise standards laid down by him, Mr. Mallalieu said 'I do not envisage that the initial aircraft noise certification scheme could be applied to aircraft such as the Concorde which are already in an advanced stage of development. Operators wishing to use any new type of jet aircraft at Heathrow are, however, required to satisfy the Board of Trade that it can be operated so as to cause the least disturbance practicable. This procedure will apply to the Concorde.'

Crash inquiry

In reply to a Member who asked whether in view of his decision not to hold a public inquiry into the crash of Iberia Airline's Caravelle near Haslemere on November 4, 1967, he had considered making an application for the reopening of the inquest upon the victims of this disaster, Mr. Mallalieu said: 'No'. He added that the inquest proceedings were concluded. 'I understand the Coroner to have said that he was confining his inquiry to ascertaining the cause of death and was leaving the technical investigation to be pursued by the official inquiry. That inquiry, as the hon. Member was informed on February 7, is being conducted by the Chief Inspector of Accidents.'

Northern Ireland civil airports

Mr. Mallalieu, replying to a question as to what plans he had for improving the facilities at the civil airports in Northern Ireland so that they would be available for direct transatlantic flights, said it seemed probable that Aldergrove Airport would enjoy transatlantic services this summer with one intermediate stop. Its development to cater for non-stop services was under review in the light of future demand, costs, and the possible need for a runway extension to cater for short and medium haul services with new types of aircraft.

Import duty on foreign gliders

Asked why he exempted 45 foreign gliders from the payment of import duty in the 12 months ended November 30, 1967 but imposed import duty on components imported for the purposes of the business of British glider manufacturers, Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, said that these particular gliders qualified for remission of duty under Section 6 of the Import Duties Act, 1958, whereas the components did not.

Lost trawlers inquiry

The President answering a question concerning the progress of the official inquiries on the three lost Hull trawlers, said that the Board of Trade surveyors appointed to conduct the preliminary inquiries were at present in Iceland and were making good progress. 'When I have considered their reports, the Government will make arrangements for the public formal investigations which, as my hon. Friend, the Minister of State has already announced, will follow.'

Movement at Luton Airport

The President was asked what restrictions he intended to place upon aircraft movement at Luton Airport, in view of the introduction there of jet aircraft. In reply Mr. Mallalieu said: 'The hon. Member is, I understand, concerned with restrictions to reduce noise disturbance. In my view this is a matter for the airport owners, Luton Corporation, who are best placed to decide what restrictions are necesary.'

BEA re-equipment programme

The President was asked a number of questions concering the compensation arrangements agreed with British European Airways arising from the refusal by the Government to sanction the aircraft of their choice; and the position regarding the second half of British European Airways' proposed re-equipment programme. In reply he said: 'BEA have sought my approval for the purchase of 26 Trident 3-B aircraft, with an option for ten more. I have informed the Corporation that the Government approves the purchase of a fleet of Trident 3-B aircraft and have suggested that they should enter into negotiations with the manufacturers. Detailed approval must await the outcome of these negotiations. Meanwhile I am discussing with the Corporation the financial arrangements required to implement the undertaking given by the then Minister of Aviation on August 2, 1966.'

North Atlantic airline competition

Asked what proposals he had to facilitate competition between British airline operators for North Atlantic scheduled services, Mr. Mallalieu said that six applications by independent airlines for North Atlantic scheduled services were now before the Air Transport Licensing Board. It would be wrong for him to offer any comment at this stage.

THURSDAY, MARCH 14

'Titanic' investigation

The President was asked if, in view of the evidence produced by the Council of the Mercantile Marine Service Association, he would order a re-hearing of that part of the formal investigation into the loss of the liner 'Titanic' in 1912, which found that the ss 'Californian' commanded by the late Captain S. Lord could have gone to the 'Titanic's' help and saved many lives.

Mr. J. P. W. Mallalieu, Minister of State, Board of Trade, replied that the petition submitted by the Mercantile Marine Service Association on March 4 was being studied but it might be some time before a statement could be made.

Flight tests and licensing of commercial pilots

Asked in the House of Lords whether he would now authorise the chief flying instructors of approved commercial pilot schools to carry out complete general flying tests on those students proceeding to the commercial pilots licence with instrument rating, Lord Beswick said that the Board's licensing arrangements were designed to ensure that a pilot was competent to exercise the privileges of his licence. This was important at all times, but particularly so at the time of the initial issue of the licence; it was therefore essential that the Board of Trade, in discharging its responsibilities, should retain direct control over the flight tests. There was no intention of authorising chief flying instructors of the approved commercial pilot schools to carry out complete general flying tests, but a rationalising of test procedures over the past year had eased the previous problem of delays in testing.

MONDAY, MARCH 18

Aircraft accidents

The President was asked if he would make a statement in regard to the two accidents to Viscount aircraft owned by British Eagle and Aer Lingus on January 6 and 9, respectively, while taxi-ing at Liverpool Airport. Mr. Mallalieu replied: 'I presume that the hon. Member is referring to incidents which occurred on February 6 and 9. In each case a propeller was damaged by contact with a snow bank; there was no other damage or injury to persons.'

Airport investment

Annual investment figures for each of the last five years at Board of Trade, British Airports Authority and local authority civil airports in Scotland and England and Wales respectively were given in *Hansard* (Cols. 47-50) by Mr. Mallalieu in reply to a Member's question.

Parliamentary Answers

Below is a selection of Parliamentary answers of interest to trade and industry.

WEDNESDAY, MARCH 13

Board of Trade Advisory Council

Mrs. Dunwoody answered questions on the amount of money firms received as a result of the Board of Trade Advisory Council recommendations in the county of Midlothian during the years 1964 to the nearest available date in 1968, and the number of firms refused BOTAC assistance in the same years and also in Midlothian. She said that separate figures for Midlothian were not readily available but in the period April 1964 to December 1967 £15.3 million was paid in building grants to firms in Scotland and £21.2 million in general purpose loans and grants. The corresponding numbers of applications refused on the advice of the Committee were 81 in the case of building grants and 97 in the case of general purpose loans and grants.

Investment grants

Replying to a Member who asked why investment grants were being refused on computer equipment unless the claimant owned or leased a central processing unit, Mr. Darling said that grants for computers were available to a wider range of business users than other investment grants. It was decided, however, to make grants only to firms which provided a complete computer installation, including both a central processing unit and peripheral equipment.

In answer to further questions, Mr. Darling said on the latest information available, he estimated that over the next few years approximately £36½ million would be paid in investment grants to British shipping companies controlled by persons resident outside the United Kingdom, in respect of ships built abroad, and that £29 million would be paid over the next few years in investment grants to United Kingdom controlled British shipping companies in respect of ships built outside the United Kingdom.

Another question concerned the average number of man hours spent on processing applications for investment grants; the average time between the application for a grant and its approval; and the percentage of the applications so far received which had been turned down, Mr. Darling replied that processing time varied so widely between the largest and the smallest claims that an arithmetical average would be unrepresentative. Most claims were cleared for payment within about six weeks from receipt. About 4 per cent had so far been rejected. Further inquiries were made on investigations before introducing the investment grants scheme of the number of man hours likely to be spent by industry on applications for grants; and what subsequent investigations had to be made on this point since the introduction of the scheme. Mr. Darling said: 'It was recognized that the nature of the scheme would cause some additional work. Precise information is not available but experience suggests that for most applicants the cost of claiming is not likely to be more than 1 per cent of the value of grant received.'

Development areas

A Member inquired what estimate had been made of the number of jobs the Government would create in development areas on the basis of present policies over the next two years, of the amount of public money expected to be disbursed in creating such jobs in a financial year, of the expenditure on advance factories, investment grants and other forms of assistance, respectively, and of the average cost per job of establishing such new employment. Mrs. Dunwoody answered that it was not possible to make firm estimates of the additional jobs becoming available in the development areas in the next two years. There was, however, every reason to believe that the Government's policies towards these areas would do much to improve their position. The estimate of assistance to the development areas in 1967-68 was about £265 million.

Replying to another question, which concerned difficulties being experienced in placing Government contracts with firms in development districts, Mrs. Dunwoody said that the many forms of Government assistance to manufacturing industry in Development Areas should place firms in those areas in a strong position to compete for Government contracts. The Government also gave preference to Development Area firms in awarding contracts.

Mr. Darling replied to a request to set up a departmental inquiry to examine methods of assisting timber-using industry in development areas where forestry was a major local industry. He said: 'Timber-using industries wishing to establish themselves, or to expand in development areas, are eligible for the full range of incentives available in those areas. I see no reason for a special enquiry.'

Replying to another request, for a departmental inquiry to examine industry in North East Scotland, with a view to developing food processing and timber-using industries, Mr. Darling said that a study of North East Scotland was already being undertaken by Professor Gaskin of Aberdeen University for the Secretary of State for Scotland. 'I understand that this will include an investigation into the kinds of industry which might prosper in the area, including food processing and timber-using industries. As I said in answer to the previous question, the whole range of incentives will be available,' said Mr. Darling.

Asked what steps were being taken to reduce unemployment in the South-West, in view of the high percentage of unemployment in that area; and what percentage of the population there enjoys the advantages of a development area, Mrs. Dunwoody said: 'The Government offer a wide range of inducements to firms to move to or expand in the development areas, including the South Western development area. In the South-West outside the development area unemployment in February, 1968, was just below the national average, but the industrial development certificate policy is operated flexibly to take account of the problems of particular localities. Ten per cent of the insured population of the South Western region lives in the South-Western development area.'

Special development areas

Mrs. Gwyneth Dunwoody: 'It is too early to judge the success of the Special Development Areas, but I am satisfied that the financial assistance available there has stimulated greater interest in these areas, said Mrs. Dunwoody answering a question on the response received from firms interested in moving to the development areas with special priority announced on 14th November, 1967.

The special development areas had been selected as those areas inside development areas likely to suffer most severely from colliery closures, Mrs. Dunwoody told another questioner, who had asked that all areas with unemployment figures of over eight per cent should be made into special development areas. 'There is no present intention of adding to the list of such areas,' she added.

Industrial development certificates

Asked to state the Government's policy in relation to industrial development certificates in the West Midlands, Mr. Darling said applications were considered on their merits with full allowance for local circumstances. Special regard was paid to the suitability of the projects for the development areas, whose needs must have priority, and the overspill towns. In 1967 industrial development certificates covering 7.1 million sq. ft. were issued in the West Midlands.

In answer to a Member who asked for the total square footage of factory floor space in respect of which industrial development certificates were granted in 1967; and how this figure compared with 1957, Mr. Darling said in Great Britain industrial development certificates for schemes mainly over 5,000 sq. ft., were issued for 87.2 million sq. ft. in 1967 and 63.3 million in 1957; of these 5.7 million sq. ft. in 1967 and 1.8 million sq. ft. in 1957 were in Wales. For 1957, the figures related only to schemes for manufacturing industry, while those for 1967 also included some schemes for non-manufacturing industry and the conversion of existing buildings to industrial use.

Advance factories

Questions were asked on the number of advance factories completed in the three months ended March 1, 1968; how many remained unlet of those which were completed before and after that date, respectively, and what proportion of the number completed were in development areas. Mrs. Dunwoody said in the three months ended March 1, 1968, 11 advance factories, all within development areas, were completed, of which six had been allocated. Of the advance factories completed before that date, 36 remained unallocated: one advance factory had been completed since March 1, 1968, but had not yet been allocated.

Questions were asked about advance factories in Blyth, Bedlington, Seaton Valley, Bridgend, Maesteg, Ynyscedwyn and Pontardawe.

International accountants

The President was asked if he would state what progress had been made following the further representations of the Association of International Accountants following their application for recognition under section 161 (1)(a) of the Companies Act 1948; and what further proposals he had to safeguard the position of students under the auspices of this body, whose position was prejudiced following passage of the Companies Bill, 1967.

Mr. Darling replied: 'I received a deputation from the Association on February 6 and undertook to consider some further information which the Association said that they would supply. I have only very recently received that information and I am now considering it.'

Insurance premiums

In reply to a question on how many representations he had received about increases in insurance premiums generally; and if, in view of the further increases in many car insurance premiums and the continued uncertainties in this field, he would now take steps to ensure that cars were insured at the same time and in the same office as they are taxed Mr. Darling said: 'Since April 1, 1967, the Board of Trade have received 360 complaints about increases in insurance premiums generally. I doubt whether it would be desirable to adopt my hon. Friend's suggestion.'

Dumping

Answering a question on when the Government intended to implement the anti-dumping procedures agreed in the Kennedy Round negotiations, Mr. Crosland said: 'I aim to secure amending legislation by July 1, 1968, when the Kennedy Round Agreement on anti-dumping enters into force for each party which has accepted it by that date. A Ways and Means Resolution was tabled on March 8.'

Also on dumping, a Member asked what representations had been received about the dumping of clocks in the United Kingdom; what were the terms of the reply; and if a statement could be made.

Mrs. Dunwoody replied: 'Complaints have been made to the Board of Trade and Ministry of Technology by the British Clock and Watch Manufacturers Association and by my hon. Friends, the Members for Motherwell and Dumbartonshire (West). They related to low-priced imports of alarm clocks from Eastern area countries. We are in correspondence with the association about the effect of these imports (which are limited by quotas) upon the home industry.'

Mergers

Answering a Member who asked how many proposed mergers satisfying the criteria of sections six and seven of the Monopolies and Mergers Act 1965 had not, in 1966, 1967 and 1968 to the latest available date, been referred to the Monopolies Commission, Mr. Darling replied: '55 in 1966, 90 in 1967; and 24 in January-February 1968.'

On the same subject the President was asked in view of the recent big mergers in industry, what steps he was taking to increase the power of the Monopolies Commission to control take-over bids and mergers.

Mr. Crosland said: 'I consider that my present powers, both to refer mergers to the Monopolies Commission and to act on their conclusions, are adequate.'

Restrictive trading

Asked what representations he had received about agreements between firms which were alleged to be beneficial to the nation's economy, but which were currently registrable under the Restrictive Trade Practices Act 1956; and how many such agreements he estimated would be exempted from the operation of that Act under the proposed new legislation announced on February 14, 1968, Mr. Darling replied:

'Representations have been received from the National Economic Development Council, some of the Economic Development Councils, and the Confederation of British Industry. It is not possible to estimate how many agreements will be exempted, but applications for exemption will be stringently examined.'

Diesel electric locomotives

Replying to a Member who asked what was the value of exports of diesel electric locomotives for the last two years and of the figures available so far for the current year; and what he estimated would be the figures for next year, Mr. Darling said: 'Diesel electric locomotives are not separately distinguished in the trade statistics, but exports (f.o.b.) of all rail locomotives other than steam and electric (battery-operated or powered from an external source of electricity), excluding parts, totalled £1.8 million in 1966, £3.6 million in 1967 and £0.6 million in January 1968. I am not able to estimate what the figures will be for next year.'

Imports of cotton

Asked if he would give the figures for imports during 1967 of cotton yarn and cloth and indicate what action he intended to take to reduce the increasing rate of imports from non-quota countries, Mr. Crosland replied: 'Retained imports in 1967 amounted to 39 million lbs. of yarn and 574 million yards of cloth.

'As I have already made clear, I do not propose to take far reaching decisions about imports until I have the results of the Textile Council's Productivity and Efficiency Study.'

Spun staple fibre yarn

Two questions were asked of the President, if he would state, for each of the last five years, the proportions, by value and by weight, of external United Kingdom trade in spun staple fibre yarn, represented by imports and by exports; and if he would state for each of the last five years the proportions, by value and by weight, of external United Kingdom trade in man-made unprocessed cellulosic fibres, as defined by Monopolies Commission Report 1968, represented by imports and by exports.

Mr. Mallalieu said: 'It is not clear what information is required, but imports and United Kingdom exports were as follows.' (see Hansard).

Cellulosic fibres

The President was asked if he would state the average rate of duty per pound weight levied on imports of unprocessed cellulosic fibres, in the last full year; if he would estimate the average rate of duty charged on similar exports over the same period; and what were the corresponding figures in respect of spun staple fibre yarn.

Mr. Mallalieu replied: "The figures (see Hansard) for regenerated fibres include alginate and protein fibres in addition to cellulosic fibres which are not separately distinguished. It is not practicable to calculate the average import duty charged on our exports: such estimates of import duties per lb. weight in certain major markets for our exports as could be made in the time available are given in Hansard.'

Monopolies and mergers

A number of questions were asked on the above subject. The first was whether, in his consideration of the proposed merger between Martins Bank and the National Provincial Bank, the President would ensure that the public interest was maintained where it might conflict with the shareholders' interests.

Mr. Crosland replied: 'I assume that my hon. Friend is referring to the proposed merger between Barclays, Lloyds and Martins Banks. I have already referred this merger to the Monopolies Commission, who will of course take account of the public interest when they make their report to me.'

Another questioner asked if he would now refer to the Monopolies Commission the proposed merger between Electrical and Musical Industries Limited and the Associated British Picture Corporation, in the light of the fact that such a merger would affect the control of commercial television.

Mr. Crosland said: 'As was announced on March 6, I do not intend to refer to Monopolies Commission the acquisition by EMI of a 25 per cent shareholding in ABPC. However, the acquisition of a further shareholding which would give EMI either control of or a controlling interest in ABPC would require further consideration.

'The implications of any merger in relation to the granting of television programme licences is a matter for the Independent Television Authority.'

A further question was what was the number of company winding-up orders made by the courts in 1963, 1964, 1965, 1966, and 1967, respectively; and if he would express these as a percentage of the number of companies on the register for the years in question.

Mr. Darling replied: 'As the answer contains several figures, I am circulating it in the official report.'

Pop records

Two questions were asked on amendments to the Merchandise Marks Act to make it an offence to sell popular records not in fact made by the persons purporting to have recorded them; and on whether there would be legislation to ensure that those who manufacture and distribute pop records which claimed to reproduce the music and other noises produced by named groups, should be guilty of an offence if the recording was made by performers not belonging to that group.

Mrs. Dunwoody replied: 'If these practices amount to obtaining money by false pretences, there is already an offence. I am not satisfied that further legislation would be either practicable or desirable.'

Trade with Mozambique

The President was asked if he would make a statement on the United Kingdom's trade with Mozambique.

Mrs. Dunwoody replied: 'Both our exports to and imports from Mozambique have increased steadily in recent years, with a balance in favour of the United Kingdom. In 1967 exports were £9.3 million f.o.b., much of which was transport equipment and machinery; our imports, mainly tea, were £4 million c.i.f.'

Quota value of Soviet exports

Asked why there had been a large increase recently in the total permitted import quota value for Soviet exports to this country, in view of the fact that the commodities concerned were freely available in the United Kingdom or elsewhere; and whether, in view of present economic circumstances and the adverse balance of trade with the Union of Soviet Socialist Republics, she would review this matter at an early date. Mrs. Dunwoody replied: 'The goods subject to quota restriction form only a small part of our trade with the Soviet Union. The increases in import quotas for 1968 announced in January are in return for increased opportunities for the export of British goods to the Soviet Union.'

Rise in export prices

A member asked for an estimate of the rise in British export prices in the last 10 years compared with those of France and Germany.

Mrs. Dunwoody replied: 'Limitations of the available data prevent reliable comparisons of different countries' export prices. I would refer my hon. Friend to the article "International Comparisons of Costs and Prices" in the May 1967 issue of Economic Trends. The unit value index of United Kingdom exports increased by about 14 per cent. between 1957 and 1967: the index numbers for exports from France and the German Federal Republic increased by about 2 per cent and 6 per cent respectively in terms of United States dollars. These comparisons are affected by different patterns of trade and different methods of constructing the index numbers.'

(Continued on next page)

PARLIAMENT, *continued*

Aluminium smelters

Two questions were asked on the location of an aluminium smelter works in the Northern Region and whether the President was yet able to announce the results of the Government's consideration of proposals for aluminium smelters; and what representations he had received from Great Britain's European Free Trade Association partners on this question.

Mr. Anthony Crosland, President of the Board of Trade, replied: 'I am not yet in a position to make a statement on the various smelter proposals. As regards the EFTA aspects, I have nothing to add to the reply given by my rt. hon. Friend, the Minister of State, to the hon. Member for Banbury and my hon. Friend the Member for West Fife on February 7.'

Imports of timber

The same member asked two questions on whether he would publish, in column form, the figures showing the national balance of payments deficit and the price paid for imported timber and processed timber, including pulp, paper and particle board, in each of the last three years, respectively; and whether he would publish, in column form, the figures showing the deficit on trading account with Russia and other East European countries, and the price paid for timber and processed timber of all forms supplied by them in each of the last three years, respectively, together with the names of the importing firms principally concerned.

Mr. Darling replied: 'Figures of the visible trade deficit and of the value of imports of timber are being circulated in the Official Report, as I assume that this is the information sought. Separate figures are not available of the visible balance on a payments basis of trade with East European countries. I cannot disclose names of importing firms.'

Import substitutes

The President was asked whether he would initiate a survey of the capacity of industries suited to exporting or to manufacturing import substitutes, at present involved in defence and other Government contracts and in projects for statutory undertakers.

Mr. Darling replied: 'No special survey is necessary. The Government have already taken action, and next week will take more, to achieve the necessary shift of resources from home consumption, both public and private, to exports and import substitution. We are also in constant touch with industry, both directly and through the Economic Development Committees, in order to identify in advance any sectors where capacity limitation is likely to become a problem.'

Invisible earnings

A Member asked what instructions had been given to the Export Credit Guarantee Department about the need to extend the facilities it provides, so as to provide a direct stimulus for United Kingdom invisible earnings.

Mr. Crosland replied: 'The Department gives the best cover for invisible earnings that is consistent with its obligations to the House. The Advisory Council is, however, reviewing the facilities for External Trade in the light of the recommendation of the Committee on Invisible Exports.'

On the same subject a Member asked what steps had been taken in order to provide those responsible for Great Britain's invisible exports with greater help in such matters as information about overseas markets, sales promotion from United Kingdom embassies and consulates, and publicity at trade fairs.

Mrs. Dunwoody replied: 'The services to exporters provided by the Government, though primarily intended to help visible exports, are equally at the disposal of those responsible for invisible exports, and invisibles have certainly not been overlooked at Trade Fairs and similar manifestations, for instance, in the City of London pavilion at major British Weeks. I welcome the formation of the permanent Committee on Invisible Exports, under the chairmanship of Mr. Cyril Kleinwort, and we shall be happy to consider any suggestions which they may put forward concerning further help that the Board of Trade might give.'

Still on invisible earnings two questions were asked on what steps the Government were now taking to encourage a further growth of Great Britain's overseas invisible earnings; and what action he proposed to take to help the balance of payments by encouraging Great Britain's invisible overseas earnings.

Mr. Crosland replied: 'After consulting the Government, the Bank of England and the British National Export Council have established a permanent Committee on Invisible Exports. Its task will be to suggest and, where possible, implement measures to encourage invisible earnings in the light of the conclusions and recommendations of the Bland report. The Government are still considering a number of recommendations in that report which relate to possible action by Government departments.'

Consumer spending

Asked what steps had been taken to estimate the growth of consumers expenditure; and what were the estimates of the amount by which expenditure in the fortnight ended February 3, 1968, exceeded expenditure in the comparable period of 1967 on hardware, radio and electrical goods in department stores, on furniture and furnishings, and on consumer durable goods as a whole, Mrs. Dunwoody replied:

'To supplement the monthly statistics of retail trade we have obtained the co-operation of a large number of department stores in providing, for a limited period, weekly figures of their sales. In the fortnight ended February 3, 1968, the hardware, radio and electrical departments and the furniture and furnishings departments of these stores increased their sales by about one-half and one-third, respectively, as compared with the corresponding period of 1967. Sales of durable goods in all shops in January – the latest period for which information is available – were about 17 per cent higher than in January 1967, when expenditure was relatively depressed.'

Census of production

Questioned on if he would take steps to ensure that the Census of Production for 1968 forms were framed to enable separate financial statistics to be shown for, respectively, Scotland, England and Wales. Mr. George Darling replied: 'For the 1968 Census of Production, as for previous censuses, separate returns will be obtained for establishments in Scotland and Wales; and the reports will contain separate statements relating to Scotland and Wales in accordance with the provisions of the Statistics of Trade Act, 1947. Separate statements are not prepared for England.'

Questionnaires to industry

The President was asked how many new types of questionnaire had been issued by his department to industry since October 1964; and what was the total number of questions asked on these forms.

Mr. George Darling replied 48 and 642 respectively.

UNCTAD conference

Several questions were asked about the UNCTAD conference which continues in New Delhi until March 25. (Answers in *Hansard*.)

Operation stabilizer

A Member asked what discussions he had had with the Association of British Travel Agents concerning the progress of Operation Stabilizer and other measures designed to assist the holidaymaker; and what proposals had been put into operation to help the smaller travel agency firms.

Mr. Crosland replied: 'The association is keeping me informed of changes in its rules and Code of Conduct designed to protect and assist the holiday maker. I understand that at least half its members could be described as small travel agencies, and that they are entitled to receive the same assistance and benefits as the larger members.'

Sao Paulo trade fair

Answering a question on what support the Government proposed to give to the British Trade Fair at Sao Paulo; and if he would make a statement, Mrs. Dunwoody replied:

'Industrial and Trade Fairs Ltd. propose to mount a British Industrial Exhibition in Sao Paulo in March 1969. The approval of the Board of Trade has been given to this in principle and we are discussing with I & T F the financial arrangements. We are also engaging a firm of consultants to carry further research which has already been begun by our posts and by the BNEC to determine the most worthwhile fields to be covered by this exhibition.

National exhibition centre

The President was asked whether he was now able to make a statement about the plans for a National Exhibiton and Conference in London.

Mr. Crosland replied: 'I am aware of the strong desire on the part of British industry that the Government should undertake the construction of a National Exhibition and Conference Centre in London. In the light of the general economic situation, however, the Government cannot undertake on its own the considerable capital expenditure involved. I propose therefore to have discussions with interested parties to see whether other means of financing are available.'

FRIDAY, MARCH 15

BOT staff

A Member asked the President what was the authorised permanent establishment of civil servants in his department, the number of temporary civil servants, and the total amount of salaries and wages paid for the years ended December 31, 1951, 1962 and 1967.

Mr. Mallalieu replied: 'Details by the calendar year are not available; the table below gives staff figures as at April 1 for each of the following financial years: 1951/2, 1962/3 and 1967/8.

Staff	1951/2	1962/3	1967/8
Total complement at April 1 . . .	10,244	7,375	17,556
Temporary staff in post at April 1 . .	3,970	1,588	4,645

Expenditure	1951/2	1962/3	1967/8
Salaries and wages, etc.	£m. £5·1	£m. £8·7	£m. £25·7 (estimates, including Supplementary)

(Complement means the total number of posts authorized, i.e. including those filled by temporary staff.)

The increased figure for 1967/8 takes account of the large blocks of staff transferred with their work to the Board of Trade from the Ministry of Transport in 1965/6 and the Ministry of Aviation in 1966/67.'

Advance factories in Wales

'Of the 38 Board of Trade advance factories announced for Wales since 1959, 25 have been completed, 10 have been let and one sold. Employment in these factories totalled approximately 880 at the end of December,' said Mrs. Dunwoody in reply to a Member's question.

New Books

Report of the Mission to Saudi Arabia and Kuwait, October 1967. (27 pages. Council of British Manufacturers of Petroleum Equipment, 118 Southwark Street, London, S.E.1. £2 2s.). The Mission was given three terms of reference, which were: (a) to visit the principal Ministries, authorities and companies in Saudi Arabia concerned with, or able to influence the purchase of equipment, or the placing of contracts for projects in the oil, petrochemical and allied industries, and to explain to them the range of products and services available from the UK; (b) to inform members of the CBMPE about methods of selling to Saudi Arabia, the market potential and action necessary to gain access to the market; (c) to follow up the visit of the CBMPE Mission to Kuwait in 1966. This report is divided into two main parts: one section gives information on Saudi Arabia, and the other section deals with Kuwait. The section on Saudi Arabia covers the possibilities of exports to the Ministry of Commerce, the Ministry of Agriculture and Water, the Ministry of Petroleum and Mineral Resources, the private sector of the aviation fuel market, defence contracts, Petromin, Arabian American Oil Company, J. D. & D. M. Watson in Jeddah, and finally the Saudi Arabian Railroad Corporation in Dammam. The section on Kuwait covers exports to the Ministry of Electricity and Water, the Kuwait National Petroleum Company, the Kuwait Oil Company in Ahmadi, the Arabian Oil Company and its neutral zone, and finally, the Aminoil-Getty Oil Company and its neutral zone. The Report contains three appendices which deal with the Saudi Arabian State Budget for 1967-68, a list of organizations and persons visited, and some useful names and telephone numbers in Jeddah.

Decimal Currency for Britain, by Neville Wood. (92 pages. Ward Lock, 15s.). Neville Wood examines the historical background to the Government's decision to adopt a decimal currency system in February 1971. He examines the choice of unit, the new coinage, and the problems likely to arise due to this currency change. Drawing on the experiences of South Africa, Australia and New Zealand, which have all recently changed to a decimal monetary system. The author reviews the implications of the Government's decision. This is not a theoretical treatise, but is a practical guide to the everyday problems which are likely to confront the teacher, the child and the shopkeeper. In a readable style this book attempts to answer most of the problems which may arise as Decimal Day (D Day), draws near.

Growth of Office Employment. Ministry of Labour. (87 pages. Available from HMSO and Government bookshops. 5s., by post 5s. 6d.). This report is an analysis of the growth of office employment in Great Britain from 1921 to 1961. Part 1 compares changes in the numbers of office workers and other workers in each industry or group of industries. Part 2 deals with particular trends and features of office growth and shows their effects on all types of industries. Some of the main conclusions reached by the Ministry of Labour are: (a) that the rate of increase for office workers was twelve times greater than the rate of increase for the rest of the working population; (b) that there was a very large increase in the number of women office workers; (c) that high percentage increase in the numbers of all workers in an industry is connected with a high proportional increase of office workers. This is the first part of a study which will in the next stage analyse the reasons for the changes in office employment, and in the light of these findings consider forecasts of future office manpower.

The West African Shipping Range, by Dag Tresselt. (92 pages. United Nations Conference on Trade and Development, Geneva. $1.50). West Africa is a late-comer to the international trade scene. The author describes the trade and shipping between West Africa and Europe. West Africa, like the Guinea Coast is unique in the sense that unlike other developing regions it is served by isolated liner circuits. This publication contains a descriptive account of the various elements which play a part in determining the actual flow of cargo. These elements include: the commodity flow, the traders, the transporters, the means of transport, and the ports. Data was collected from various sources for the purpose of estimating the total transport matrix for trade between West Africa and Northern Europe, as well as the number of liner calls, liner round trips, and finally the deadweight capacity of the liner. The chapters which are of particular interest are: Chapter 2 on the commodities of West African Trade, and Chapter 5 on port operation and vessel activity. Finally there is a useful Annex in this publication, which contains some interesting tables. These tables contain information on exports from West Africa to some European countries, which belong either to the EEC or to EFTA, as well as information on exports from these European countries to West Africa. The tables are usually divided by the type of commodity and country. West African Shipping Range has a bibliography of statistical publications, governmental reports, periodical journals and reference works, as well as publications classified as general literature.

The Working Population and its Structure, by T. Deldyke, H. Gelders and J. M. Limbor. (236 pages. Université Libre de Bruxelles, Institut de Sociologie, Parc Leopold, 137a, rue Belliard, Bruxelles 4.). This volume is the first in the International Historical Series, which present a historical survey of the economy and social activities of different countries. The only limitation placed on the inclusion of a country, and of a specific period of time, is the non-availability of statistical material. This publication deals with the working population of each country. The other forthcoming volumes in this series will deal with the total output of the manufacturing and agricultural industries, as well as prices and accounting. *The Working Population and its Structure* is divided into three parts. The first part is made up of two series of tables. The first one depicts the evolution by country of the working population according to sex, and includes activity rates. The second series of tables depicts the evolution in the structure of the working population by type of activity, by sex, and includes figures showing the relative importance of the various types of activity. The second part presents a more detailed study of the structure of the working population of Germany, Belgium, France, the United States, Japan, Great Britain, the Soviet Union and India. This part also covers changes in the structure of the working population according to industry, age, marital and social status. With regard to statistical uniformity, the authors have tried to make the statistics on different countries during different periods as uniform as possible, in spite of the frequent changes in criteria for, and the national variations in the methods used in census taking. The wide range of countries selected, the selectivity of the statistics, and the general importance of a historical survey make this publication useful in its own particular field. It should be of value to the economists, sociologists, and demographers for their own specialized analysis of various countries.

Technical and Industrial Publicity, by Michael Harrison. (233 pages. Business Publications Limited. 50s.). Most books concerned with advertising and publicity, not unnaturally perhaps, concentrate on consumer goods, but in this volume Mr. Harrison redresses the balance and deals extensively with technical and industrial advertising and publicity. His treatment is thorough and he examines the subject from both the client's and the agency's viewpoints. He deals in detail with the handling of accounts and the creative skills involved, followed by a review of different types of media, press advertisements, television films, exhibitions, direct mail, personal selling, public relations and the letter. Other aspects are also covered, and include copywriting, layout, typography, use of colour, literary style, etc. There is a chapter on economics which deals with methods of costing an agency's services, charges to the client, and accountancy practice. Throughout the book the author supports his theories and principles with examples from actual case studies. As Mr. Harrison emphasizes the importance of professionalism and attention to detail, it is surprising to note some errors: e.g. the reference on p. 105 to the Monopolies Commission report on detergent advertising is misleading and secondly, there has been no separate Ministry of Civil Aviation since 1953 (p. 223-4).

Stockbroking Today, by J. Dundas Hamilton. (343 pages. Macmillan, 55s.). The author's purpose in writing this book was to describe the actual day-to-day work in a stockbroker's office, and to give a background to the profession of stockbroking. The first part, concerned with stockbroking today, deals with the services required by all classes of investors, from the major insurance company down to the private individual, and with the accounting and transfer procedures involved in stockbroking. The specialist departments found in large firms – new issues, foreign securities, and research – are also examined in detail. Part two considers the subject of stockbroking tomorrow, and provides an assessment of likely developments in the next decade. The final 80 pages of the book are devoted to appendices, some of which present important information on stock exchange dealings in 17 countries, and a glossary of about 200 terms. This book will be of interest to those who are concerned with the investment of funds, and to all students who are considering stockbroking as a career.

Other Publications

CANADA. ECONOMIC SURVEYS BY THE OECD. 44 pages. 5s. 6d., by post 5s. 11d. Available from HMSO and Government bookshops.

GOING METRIC WITH THE PRINTING INDUSTRY. 10 pages. Available from the British Federation of Master Printers, 11, Bedford Row, London W.C.1. 2s.

NATIONAL READERSHIP SURVEYS, TABLES OF READING FREQUENCY FOR 38 PUBLICATIONS. 54 pages. Available from the Institute of Practitioners in Advertising, 44 Belgrave Square, London, S.W.1.

Government surplus sales by auction

MINISTRY OF DEFENCE

1968	Stores	Location of Sale	Auctioneers
March 28	**Technical and miscellaneous stores**	**Royal Scots Drill Hall, East Claremont Street, Edinburgh.**	**Dixon & Wallace Ltd. (Dept. L), Bank Buildings, Graham Square, Glasgow, E.1. (Tel. Bridgeton 2447.)**

Machine tools including SS and SC and capstan lathes; universal milling, surface grinding, horizontal grinding and pillar drilling machines; wood cutting bench saw; tool and cutter grinder; 36 in. auto scythe; thread cutting machines, etc.; blacksmith forges; coke forges; various pumping units; air compressors; generators; 1½-ton and 3-ton wall jib cranes; aircraft and MT spares; Lancia outboard motor set; Coventry Climax fork lift trucks; ground and workshop equipment; photographic equipment; binoculars; telescopes; watches; neoprene covers for cockpits, wheels, engines, rotor blades, etc.; various wooden boxes, crates and cases; electrical equipment and electronic valves; dental equipment; textiles including blankets, industrial gloves and gauntlets; webbing bandoliers; mixed rags; old rubber tyres; rugs and mats; ankle boots and miscellaneous clothing.

April 2 to 4.	**Technical and miscellaneous stores**	**The Lido Ballroom, Winchester, Hants.**	**Richard Austin & Wyatt (Dept. L), 79 High Street, Fareham, Hants. (Tel. 4211.)**

Machine tools; Daimler Scout cars; forklift trucks; earth-moving vehicles and equipment; oil dispersant liquid; Munro BMR and LSE plotting tables; 7 in. x 3½ in. T iron; steel helmets; refrigerator spares; MT spares; electric potato peelers; hydraulic jacks; vehicle tyres; binoculars; telescopes; pocket and stop watches; theodolites; cameras and photographic equipment; electrical equipment and spares; Perkins P6 generators; alternators; steel binning; wireless valves and transformers; hand tools and tool kits; furniture and kitchenware; textiles including vests and drawers and a large assortment of other clothing; mattresses, rugs and mats, mixed rags, old canvas and webbing; hand operated fire pumps; safes and security boxes; jerricans; various paints and a large assortment of general stores.

April 25	**Miscellaneous stores**	**Auctioneers' Premises**	**Woolland, Son & Manico (Dept. L), Kinterbury House, St. Andrew's Cross, Plymouth. (Tel. 69292.)**

Miscellaneous electronic and electrical equipment and spares; galvanized iron sheeting; aluminium ammunition tanks; scrap metals; vacuum cleaners and accessories; scrap batteries; various paints and primers; miscellaneous hand tools and tool holdalls; greatcoats; berets; BD blouses; ankle boots; carpets; rugs; woollen rags; tentage; blankets; mattresses; groundsheets; kitbags; old webbing and scrap canvas; coir matting; fold flat chairs and other furniture; miscellaneous cutlery and kitchenware; and a large assortment of other general stores.

Catalogues of the above sales may be obtained from the relevant auctioneers about 14 days prior to and up to the date of sale, price 1s. 0d. (postal order only).

ARMY BOOTS

A large quantity of ARMY BOOTS (unworn) are to be sold at the Ministry of Defence auction sales to be held at EDINBURGH on March 28 and WINCHESTER on April 2 to 4, 1968.

They will be sold by sizes, most lots not exceeding 200 pairs.

Catalogues, price 1s. 0d. (postal order only) are available from the relevant auctioneers:

EDINBURGH – Dixon & Wallace Ltd., Bank Buildings, Graham Square, Glasgow, E.1.

WINCHESTER – Richard Austin & Wyatt, 70 High Street, Fareham, Hants.

SALE BY TENDER

MACHINE TOOLS

Horizontal borer; single spindle drills; plain, universal and tool and cutter grinders; capstan and centre lathes; horizontal and vertical millers; slotting, shaping, shearing machines, etc. Located at Her Majesty's Dockyard, Chatham, Kent. Permission to view on presentation of Tender Form only, obtainable from Ministry of Defence, Directorate of Army Sales (Sales 4 b ii (A)), First Avenue House, High Holborn, London, W.C.1. Tenders to be returned by 10 a.m. April 9, 1968.

MINISTRY OF PUBLIC BUILDING AND WORKS

1968	Description of Goods	Location	Auctioneers
April 2	Office and miscellaneous furniture, engineering and electrical equipment, domestic, canteen and other equipment, etc.	Ministry of Public Building and Works, Supplies Division Stores, India Pavilion, Exhibition Grounds, Wembley, Middlesex.	Clifford and Clifford Ltd., 28 Ealing Road, Wembley, Middlesex. (Tel. 01-902 3212/3/4.)

Catalogues: price 6d. direct from auctioneer. View days: Day preceding and morning of sale.

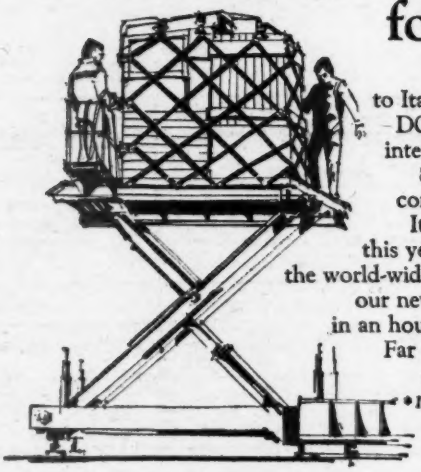
Time Rates of Wages and Hours of Work

A volume of tables giving particulars of the minimum, or standard, time rates of wages for the more important industries and occupations, and of the normal weekly hours for which these rates are payable. The details given relate to the position as at 1st April, 1967, but any later changes known to have come into operation are shown. 27s. 6d. (by post 28s. 6d.)

Government publications can be purchased from the Government Bookshops in London (post orders to PO Box 569, S.E.1), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through any bookseller.

HMSO

Introducing the 16-ton look for Italy-bound freight



As from the middle of this year, we can fly your freight to Italy 16 tons at a time—in our new all-cargo fully-palletised DC9F jets.* Total capacity 4,225 cu. ft. Taking eight standard international pallets 88"×108", plus two 88"×53"—or six 88"×125"—or a combination of any three. And with igloo containers over the pallets for extra protection.

It's all part of the new Alitalia cargo system—coming in this year to shift even more of your freight even faster through the world-wide Alitalia cargo network. On arrival at Fiumicino Airport, our new fully automated Cargo Terminal zips your freight through in an hour or less. Then, if it's bound for Africa or the Far East, it'll go on board one of our new all-cargo DC8/62F jets*—pallets interchangeable with the DC9F—holding over 42 tons.

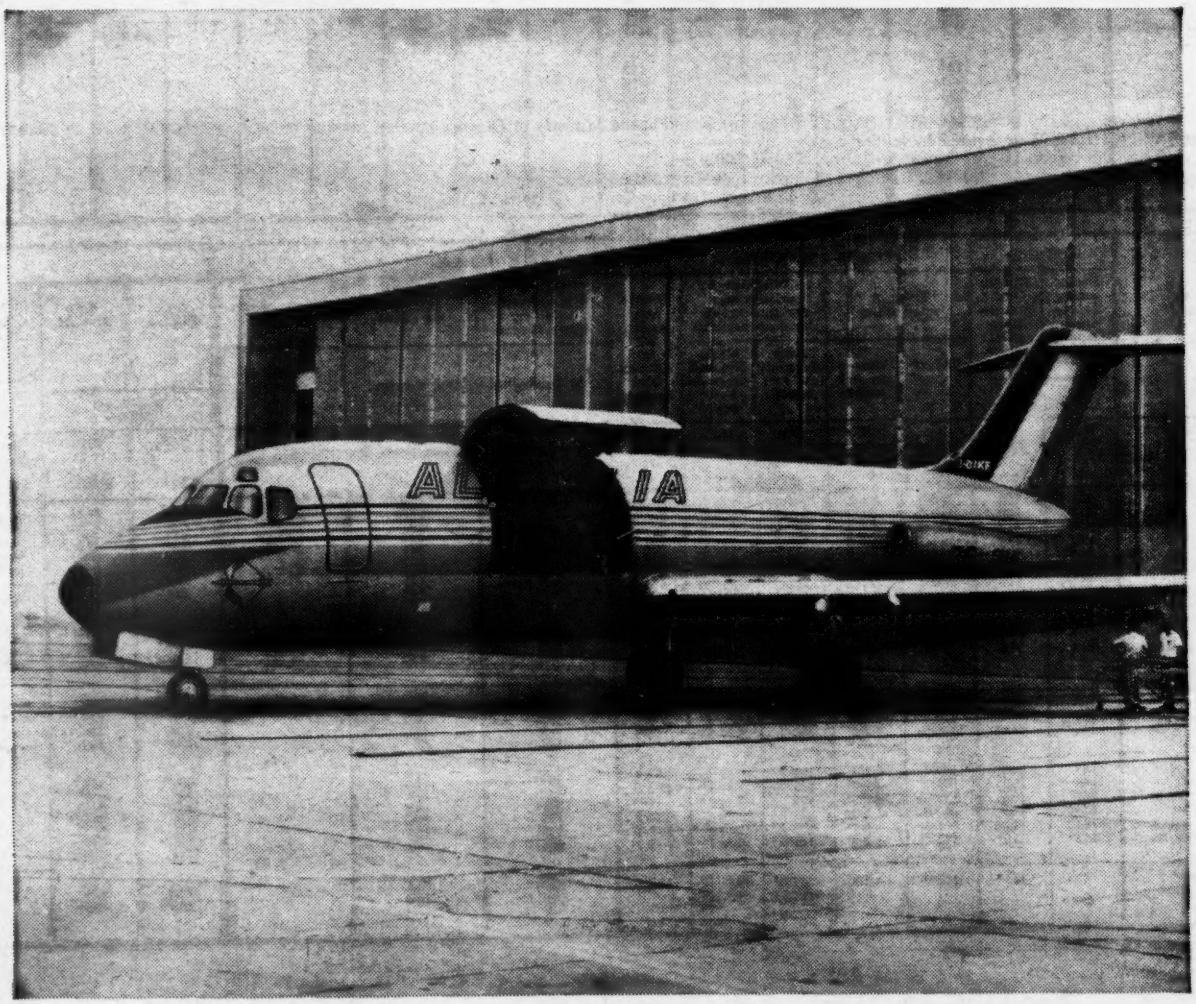
* In co-operation with BEA * Scheduled to commence operation during 1968.

See your Forwarding Agent. Or call us direct —we have offices in London, Birmingham, Manchester, Glasgow and Dublin.

It's all part of the new

ALITALIA

Cargo System



Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	20,130	—	16,041	15,386	15,386	9,140	3,492	922	688	586	1,219				
1961	113	114	122	116	112	100	130	130	138	139	121	+335	+224	+46	+29
1962	114	115	127	123	114	100	129	119	134	143	124	+ 87	+ 22	+35	+14
1963	118	119	135	131	119	103	131	104	143	146	130	+221	+113	+44	+55
1964	125	128	145	140	124	106	154	118	171	185	147	+590	+354	+88	+47
1965	129	132	155	148	126	108	160	130	170	189	152	+365	+217	+42	+43
1966	131	133	163	157	129	109	162	134	163	183	163	+199	+129	+ 2	+ 6
1967	132	133	169	164	131	111	170	125*	165*	200	105	+ 52	— 36*	—49*	+10
1966															
2nd quarter	130	133	160	157	129	110	162	132	164	183	164	+ 59	— 2	—19	+26
3rd quarter	131	134	160	157	127	109	163	135	166	182	166	+103	+ 91	+25	—15
4th quarter	132	132	162	158	127	109	163	133	159	186	169	— 17	— 7	— 9	—24
1967															
1st quarter	132	132	166	160	129	109	164	127	164	190	173	+ 47	+ 2	—11	+14
2nd quarter	133	133	166	161	129	109	175	133	177	198	187	+ 37	+ 3	—11	+14
3rd quarter	132	133	169	165	131	111	171	125	166	207	189	— 25	— 17	—17	—20
4th quarter		135				113		115*	156*				— 24*	—10*	+2
1967															
July		133				110									
August		133				111									
September		132				111									
October		133				112									
November		134				114									
December		137				114									
1968															
January		136*				114									

	ORDERS		PRICES AND COSTS					LABOUR						
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry		Hourly wage rates: all industries and workers	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average	at current prices		
	at 1958 prices												
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	Series shown in thousands			1958	1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	—				3,834	3,250	
1961	122	104	114·5	+3·4	104·4	119·1	130·3	305	213	24,072	119	117	+ 5
1962	117	100	119·3	+4·2	103·0	120·6	136·3	422	149	24,208	121	120	+127
1963	136	117	121·7	+2·0	104·5	121·4	141·3	500	144	24,267	130	130	+116
1964	162	124	125·7	+3·3	108·6	124·7	148·5	361	221	24,606	148	136	—402
1965	165	121	131·8	+4·9	110·6	129·5	157·9	309	265	24,837	150	145	—110
1966	153	104	136·9	+3·9	114·5	133·0	168·4	325	255	24,876	158	155	— 31
1967	142*	114*	140·3	+2·5	112·4	134·3	175·3	515	174		168	155	—514
1966													
2nd quarter	161	127	137·0	+3·8	116·8	133·1	168·1	282	282	24,930	155	146	— 90
3rd quarter	159	109	137·5	+3·7	114·6	133·8	169·8	322	253	24,953	161	157	— 52
4th quarter	153	104	138·6	+3·8	113·0	133·5	169·8	417	206	24,702	147	164	+141
1967													
1st quarter	148	104	139·3	+3·6	112·0	133·6	171·4	458	188	24,453	164	166	+ 22
2nd quarter	148	107	140·5	+2·6	109·8	133·6	172·8	508	168		167	160	—121
3rd quarter	147	100	139·8	+1·7	110·9	134·7	177·3	555	158		162	157	— 45
4th quarter	142*	114*	141·5	+2·1	116·7	135·9	174·5	538	182		178	138	—370
1967													
July	147	102	140·1	+2·3	109·7	134·4	176·7	543	155		157	163	
August	146	100	139·7	+1·4	111·1	134·7	177·1	559	155		162	155	
September	147	100	139·6	+1·5	112·0	134·9	178·1	563	165		166	150	
October	145*	103*	140·6	+2·0	111·9	135·4	178·7	541	176		163	125	
November	144*	112*	141·5	+1·9	116·1	135·9	179·7	536	181		180	125	
December	142*	114*	142·4	+2·4	121·9	136·5	180·3	538	190		190	164	
1968													
January		115*	142·9	+2·7	123·0*	137·6*	184·1	520	186		194	185	
February					124·9*	137·9*		503	185		208*	183*	

*Provisional. †Not seasonally adjusted.

General assessment of the economic situation*

(From the article on the Economic Situation to be published in *Economic Trends*, March 1968)

THE MAIN VISIBLE effects of devaluation are still in the field of prices. Between October and January import unit values rose by 8 per cent; wholesale prices of basic materials and fuel by 9 per cent (partly reflecting the rise in import prices); manufacturers' home selling prices by about 1 per cent; and retail prices, excluding the main seasonal items, by about ¼ per cent. Over the same period export unit values (in sterling) advanced by 3-4 per cent. In February wholesale prices of basic materials and fuel rose further by about 1½ per cent, while manufacturers' home selling prices rose slightly.

Some recent buying of consumer goods is likely to have been in anticipation of possible restrictive measures to be taken in the Budget. Retail sales in January maintained their level of December and the volume of sales in the three months to January was just over 2 per cent higher than in the previous three months. There is increasing evidence of a strong demand for cars. Registrations of new cars, after declining in December, recovered strongly in January; in the three months to January they were about 10 per cent above registrations in the previous three months. In February the number of hire purchase contracts for both new and used cars increased. Hire purchase business remained buoyant in January; there has been an increase in total hire purchase debt outstanding in each successive month since June.

The decline in industry's investment in 1967 was much less than the 10 per cent expected on the basis of the Board of Trade investment intentions inquiry conducted at the end of 1966. It is provisionally estimated to have fallen by no more than about 3 per cent.

There has been some hesitation in the upward trend of housing completions. The January figures show a sharp decline in the public sector and little change in the private sector. There was a further slowing down in the flow of funds into Building Societies in January as withdrawals increased, and their liquidity ratios declined.

As expected, the import and export figures are now showing strongly the initial effects of devaluation, which are mainly adverse. The strong rise in import prices has been a significant factor in the sharp increase in the value of imports. The volume of imports in recent months has also been greater, partly on account of increased arrivals of industrial materials and possibly also including some arrears from the dock strikes. Exports in recent months have been higher in value mainly on account of arrears from the dock strikes but reflecting some increase in prices. As was predicted, the rise in export prices following devaluation is coming through more slowly than for imports and is likely to be on a smaller scale. Time will be needed for the full benefits of devaluation to show themselves in higher export volume and a slackening of the growth in the volume of imports.

Output rose in the fourth quarter of 1967. The index of industrial production was about 1 per cent up on the third quarter, although the precise extent of the increase is uncertain because output indicators were distorted by deliveries held up by the dock strikes.

Unemployment has continued to fall. Over the three months to February, the decrease in the number of wholly unemployed (excluding school leavers) has averaged about 11,000 per month, although at high levels of unemployment the method of seasonal adjustment used probably tends to overestimate the influence of normal seasonal factors in the winter months. During the same period unfilled vacancies for adults rose on average by about 1,400 per month. The employment figures for June 1967 show falls compared with June 1966 in the distributive trades, miscellaneous services and construction which are distinctly out of line with past experience. In recent years employment in these three groups has shown a substantial upward trend with relatively little cyclical fluctuation.

Wages and prices rose in January. There was a large rise, of over 2 per cent, in the index of hourly wage rates, mainly because of the last instalment of the long-term agreement in the engineering industries, which relates largely to basic minima. Retail prices rose again, partly for seasonal reasons; in the three months to January they were about 1½ per cent higher than in the previous three months.

The level of bank advances, other than to the nationalized industries, rose by £65 million between January and February; the rise follows two months of little change. About half of the rise between January and February was in advances to local authorities.

The gold and convertible currency reserves rose during February by £9 million to £1,154 million. Sterling was in fairly steady demand for most of the month, though it weakened at the very end because of nervousness in the gold market.

The devaluation of sterling on November 18 occurred in the middle of a quarter when there was an exceptionally large deficit in the United Kingdom balance of payments. Most of the deficit was on current account and was partly the result of delays to exports during the dock strikes of September-November, and the increases in oil freight payments arising from the closure of the Suez Canal. The identified deficit on current and long-term capital accounts was nearly £400 million in the quarter; perhaps one half of this figure can be accounted for by the special factors mentioned above. A further £50 million or so was the immediate consequence of devaluation in the form of an increase in import prices. Even so there was clearly some further deterioration following the temporary reduction in the deficit during the third quarter.

Before seasonal adjustment the identified deficit on current and long-term capital accounts was £356 million. The balance of monetary movements was adverse to the extent of £298 million. The balancing item was thus positive by £58 million, probably reflecting a smaller reduction to the flow of receipts than to the flow of exports during the strikes.

In the year 1967 the identified deficit on current and long-term capital accounts widened substantially to £540 million despite a reduced net outflow of long-term capital. The balance of monetary movements was adverse to the extent of £320 million and there was an exceptionally large positive balancing item of £220 million. Allowing only for the normal positive tendency of the balancing item, which is thought to represent unidentified net earnings mainly on current account, current and long-term capital transactions may have been in deficit by around £475 million; and half or more of the deficit can be attributed to certain special factors – the Middle East situation, the removal of the temporary import charge and the dock strikes.

There are now strong indications of a recovery of industrial production in the countries of the EEC in the fourth quarter of last year. In Germany, the index of industrial production rose by about 8 per cent between the second and fourth quarters, while unemployment fell from about 600,000 in August to 400,000 at the end of the year. In France and the Netherlands there was also significant rises in industrial production between the second and fourth quarters of 1967. The position in Belgium and Italy is less clear, but in both countries production seems to have been rising again. Imports into the EEC countries have risen sharply; over the last three months for which figures are available, increases have ranged from 3.4 per cent (France) to 8.3 per cent (Germany) and 13.5 per cent (Belgium).

*Unless otherwise stated, this report is based on seasonally adjusted data.

'SHOP WINDOW FOR EXPORTS' – A BOARD OF TRADE EXPORT FILM

A new 20-minute 16 mm film in colour has been prepared for the Board of Trade by the Central Office of Information and was produced by Samaritan Films. It describes the merits and differences of Overseas Trade Fairs, British Weeks and Store Promotions and shows how a manufacturer can select those 'Shop Windows' which are best suited for his product.

Copies of the film are available on hire from the Central Film Library, Government Buildings, Bromyard Avenue, Acton, London, W.3 (Tel. Shepherds Bush 5555).

Economic report on 1967

THE TREASURY'S 'Economic Report on 1967' was published on March 13 (HMSO, price 6s.). The report opens with a general review of development in the economy last year. The remaining chapters deal in turn with the balance of payments; demand; production and manpower; incomes, cost and prices; and monetary developments. There are appendices on industrial trends and statistical tables.

The report recalls that it was against a background of recovery both in the balance of payments and in domestic demand that the then Chancellor introduced his Budget in the spring. But after the improvement of the opening months of 1967, the economy showed distinct signs of hesitancy in the spring and summer. To a large extent this was the result of a downturn in exports in the wake of an unexpectedly sharp check to the growth of world trade – a check in turn associated with a slackening of economic activity in the United States and Germany.

During the summer, with unemployment continuing to rise, measures to stimulate demand were taken. Their short-term impact was mainly on consumer demand which rose significantly during the latter half of 1967. But exports went on falling during the third quarter, and fell again sharply in the fourth quarter when they were heavily affected by the dock strikes in Liverpool and London. Demand for home output was affected too by imports which continued at a high level, and also by a low rate of stock-building. Productivity appears to have risen rather more strongly between 1966 and 1967 than might have been expected from past experience, but it is too early to say whether there has been a change in the underlying trend of productivity (Chapter IV).

Nineteen sixty-seven was a year of greater stability than usual in prices, but costs rose appreciably during the latter months. Wage rates rose fairly moderately during the period of severe restraint, but in July they advanced sharply as agreements made before the standstill were implemented, and they continued to rise quite strongly in the ensuing months.

The striking improvement in the balance of payments in late 1966 and early 1967 was not maintained in the spring and early summer. Later in the summer and in the autumn the balance of payments situation deteriorated further as exports continued to fall and as the additional burdens imposed by the Middle East situation – and in particular the rise in tanker freights – became increasingly evident. A combination of adverse factors, to which was added the dock strikes, brought strong pressure on the reserves and necessitated extensive drawings on central bank facilities.

The report describes the circumstances in which the Government decided upon devaluation: 'By late autumn it was plain that the balance of payments was still in serious disequilibrium and likely to remain so in 1968, particularly if the Suez Canal remained closed. In the circumstances, and given the intensity of the speculative pressure which had built up against the pound, drastic corrective action was imperative. With unemployment exceptionally high and the recovery of output from the impact of the July 1966 measures barely established, renewed deflation was unacceptable to the Government.'

The change of parity was accompanied by the first instalment of measures to check the growth of public and private consumption and thus, in combination with the effect of rising import prices, to release resources which would be needed to achieve 'a progressive and massive improvement in the balance of payments'. The report explains that given the high level of unemployment, and the necessary uncertainty about the timing and magnitude of the response of exports and imports to devaluation, the Government did not wish to engineer the release of further resources before the additional demand for exports (and import substitutes) had started to come through.

On January 16 the Government acted on public consumption, where cutbacks necessarily take time to become effective. The following day the Chancellor announced his intention to introduce an early Budget in which taxation would be increased in order to moderate personal consumption. He indicated that a substantial and continuing balance of payments surplus must be earned in 1969 and the subsequent years and that it would be necessary to work towards a surplus of the order of £500 million a year.

[*The report went to print before national incomes and balance of payments figures for the 4th quarter of* 1967 *were available. A summary of balance of payments figures for the 4th quarter (and the year as a whole) was published on March* 13. *A White Paper: 'Preliminary Estimates of National Income and Balance of Payments,* 1962-67' *was published on March* 15.]

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 to 1966 during the week ended Friday, March 15, 1968.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
BRITISH					
Eye of the Devil	Br/E 33054	90	March 11	Metro-Goldwyn-Mayer Pictures Ltd.	Filmways Ltd.
Spare Tyres	Br/E 33063	27	March 13	Monarch Film Corp. Ltd.	Kenneth Cowan and Sandpiper Films Ltd.
One Summer in Somerset	Br/E 33064	19	March 13	Gala Film Distributors Ltd.	Connaught Productions Ltd.
Pathe Pictorial Series 690/702:					
Pathe Pictorial No. 690	Br/E 33068	8	March 14	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe Pictorial No. 691	Br/E 33069	8	March 14	" "	" "
Pathe Pictorial No. 692	Br/E 33070	8	March 14	" "	" "
Carry on Doctor	Br/E 33075	95	March 15	Rank Film Distributors Ltd.	Adder Productions Ltd.
Look at Life Series 36:					
Mini and Mod	Br/E 33076	9	March 15	" "	Talus Productions Ltd.
Movietone News 2022	Br/E 32861	7	March 15	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2022A	Br/E 32862	7	March 15	" "	" "
Pathe News 68-21	Br/E 32913	7	March 15	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 68-22	Br/E 32914	8	March 15	" "	" "
FOREIGN					
An Idiot in Paris	F 33051	89	March 11	Eagle Films Ltd.	Gaumont International, Paris.
Madigan	F 33052	101	March 11	Rank Film Distributors Ltd.	Universal International Films Inc.
Games	F 33053	100	March 11	" "	" "
The Heroin Gang	F 33055	89	March 13	Metro-Goldwyn-Mayer Pictures Ltd.	Gina Productions Inc.
Doctor Dolittle	F 33056	151	March 13	Twentieth Century-Fox Film Co. Ltd.	Apjac Productions Inc. and Twentieth Century-Fox Film Corp.
Arizona Bushwhackers	F 33057	86	March 13	Paramount Film Service Ltd.	A. C. Lyles Productions Inc.
The Spirit is Willing	F 33058	92	March 13	" "	William Castle Enterprises Inc.
High Steel	F 33059	14	March 13	" "	Paramount Pictures Corp.
Voyage from Tahiti	F 33060	15	March 13	" "	" "
Calypso Au Go Go	F 33061	19	March 13	" "	" "
Dance of the Hands	F 33062	15	March 13	Monarch Film Corp. Ltd.	London Independent Producers Ltd.
Rodent to Stardom	F 33065	7	March 14	Warner-Pathe Distributors Ltd.	Warner Bros.-Seven Arts.
Rushing Roulette	F 33066	7	March 14	" "	" "
The Music Mice-Tro	F 33067	7	March 14	" "	" "
New Face in Hell	F 33071	106	March 15	Rank Film Distributors Ltd.	Universal International Films Inc.
Planet of the Apes	F 33072	112	March 15	Twentieth Century-Fox Film Co. Ltd.	Apjac Productions Inc. and Twentieth Century-Fox Film Corp.
Which is Witch	F 33073	7	March 15	" "	Terrytoons Inc.
Custer of the West	F 33074	146	March 15	Cinerama International Releasing Organisation	Security Pictures Inc., Madrid.

AMENDMENTS TO THE REGISTER:
The playing time of the film 'So this is God's Country?' (F 32763) registered on November 24, 1967, has been amended to 65 minutes.
The playing time of the film 'Seven Golden Men' (F 33007) registered on February 12, 1968, has been amended to 68 minutes.

'Preliminary estimates of national income and balance of payments 1962 to 1967'

THE ANNUAL White Paper on the national income and balance of payments published on March 15 (HMSO Cmnd. 3571, price 2s. 6d.), contains first estimates by the Central Statistical Office of the main national income and balance of payments figures for the year 1967, together with comparable figures for earlier years.

The estimates for 1966 and earlier years have been revised in the light of information since the publication of *National Income and Expenditure*, 1967 (the 'Blue Book') and *United Kingdom Balance of Payments*, 1967 (the 'Pink Book'). National income and balance of payments figures for the whole of 1967 were not available in time for them to be included in the *Economic Report on* 1967, published on March 13. However, most of the balance of payments figures for 1967 included in the White Paper were published with a commentary and quarterly details in the form of a press release, also on March 13.

Full details of the balance of payments' figures will be published in the March issue of *Economic Trends* on March 29. Quarterly national income figures for 1967 will be published early in April.

Annual volume 'Protective Duties' discontinued

HM CUSTOMS AND EXCISE announce that as an economy measure the annual volume 'Protective Duties' has ceased publication. The last issue, 'Protective Duties, 1965', appeared in March 1967. Public interest in these volumes has been very limited.

The volumes showed for each year the quantity or value of goods liable to protective duties delivered for home use in the United Kingdom and the amount of duty paid.

Information about any particular item or items for the year 1966 can be obtained, on payment of a fee to cover the cost of providing the information, by application to: Bill of Entry Section (PD), Statistical Office, HM Customs and Excise, Portcullis House, 27 Victoria Avenue, Southend-on-Sea, Essex.

Index of Industrial Production for January

THE INDEX of Industrial Production for January 1968, seasonally adjusted, is estimated provisionally as 136 (1958=100) compared with the revised figure of 137 for December 1967. For manufacturing industry alone, the figures were 137 and 139, respectively.

For the three months November 1967 to January 1968 it is provisionally estimated that production as a whole was 2.5 per cent higher than in the preceding three months, August to October 1967; for manufacturing industry alone, there was an increase of 2.9 per cent. Detailed tables will appear in next week's issue of the *Board of Trade Journal*.

Census of Production for 1963

THE FOLLOWING parts of the Report on the Census of Production for 1963 are now available:

Part 3 – Stone and Slate Quarrying and Mining (price 4s. or including postal 4s. 5d.).
Part 12 – Sugar (price 3s. or including postage 3s. 3d.).
Part 56 – Insulated Wires and Cables (price 3s. 6d. or including postage 3s. 11d.).
Part 70 – Bolts, Nuts, Screws, Rivets, etc. (price 3s. 6d. or including postage 3s. 11d.).

New companies registered in Northern Ireland

IN THE MONTH of February 1968 one public and 28 private companies with a total nominal capital of almost £113,000 and one company limited by guarantee and not having a share capital were registered in Northern Ireland.

During the period January-February 1968 53 companies with a total nominal capital of just over £517,000 were registered as compared with 41 companies with a total nominal capital of almost £236,000 registered in the same period in 1967.

BRITISH-AMERICAN TOBACCO COMPANY LIMITED

B·A·T

REPORT 1967

PROFIT SUMMARY	1967 £ millions	1966
Group Profit before Taxation ...	103.0	101.6
Group Profit after Taxation ...	60.0	59.4
B.A.T.'s Interest therein	53.1	53.0
Retained by Subsidiaries ...	24.6	26.9
B.A.T. Net Profit (including dividends from Subsidiaries) ...	28.5	26.1
Dividends (4/2d–1966 4/-d–gross per Ordinary stock unit) ...	25.3	19.8
GROUP NET ASSETS	449.3	444.1

The above figures do not take account of the devaluation of sterling in November 1967.

If you would like a copy of the Report and Accounts for 1967 and a copy of Mr. D. R. N. Clarke's speech at the Annual General Meeting held on 14th March, 1968, please write to The Secretary at 7 Millbank, London SW1

Extract from Mr. D. R. N. Clarke's speech:

Group turnover exceeded £1,000 mn. for the first time.

I expect that Group sales of tobacco products for the current year will be above those for the year to 30th September 1967.

The Group results for the year to 30th September 1968 will reflect the devaluation of sterling in November last. In respect of companies which operate in countries which did not devalue there will in the first place be an unrealised capital profit in the Group accounts as a result of the revaluation in sterling of net current assets. The profit estimated at a little over £30 mn. is not available for dividends and will appear as an addition to Reserves. In the second place, profits earned by such companies will be higher in terms of sterling, although so too will be their normal retentions. The sterling value of dividends received by BAT and its UK subsidiaries from them will be higher and this will be the main benefit of devaluation.

Taking all factors into account I believe we can expect an improvement in the income of BAT and its UK subsidiaries by rather more than 7½% as compared with the previous year. Subject to unforeseen factors, including Government restrictions and possible changes in UK taxation, I would expect the Board to be in a position to consider a further moderate increase in the dividend in respect of the current year.

United Kingdom trade in February

Summary

AS EXPECTED, the trade figures are now showing strongly the initial effects of devaluation, which are mainly adverse. The substantial rise in import prices has been a significant factor in the sharp increase in the value of imports. The volume of imports in recent months has also been greater, partly on account of increased arrivals of industrial materials and possibly also including some arrears from the dock strikes. Exports in recent months have been much higher in value, mainly on account of arrears from the dock strikes, but reflecting some increase in prices. As was predicted, the rise in export prices following devaluation is coming through more slowly than for imports and is likely to be on a smaller scale. Time will be needed for the full benefits of devaluation to show themselves in higher export volume and a slackening of the growth in the volume of imports.

Table 1A.

Seasonally adjusted values — £ million per month

	Exports f.o.b.	Imports c.i.f. Total	Imports c.i.f. Excluding US military aircraft, etc.	Re-exports f.o.b.	Visible trade balance†
1966	421	496		16	— 9
1967	419	537	533	15	— 46‡
1966 1st quarter	412	508		16	24
2nd quarter	397	492		16	— 34
3rd quarter	428	513		15	— 20
4th quarter	446	470	469	17	+ 43‡
1967 1st quarter	451	526	525	16	— 8‡
2nd quarter	428	530	525	15	— 38‡
3rd quarter	420	519	515	16	— 27
4th quarter	376	571	566	15	—111‡
September	408	538	534	16	— 53
October	339	524	519	15	—111‡
November	340	579	574	14	—158‡
December	450	611	605	17	— 65‡
1968 January	500‡	621‡	617‡	18	— 35*‡
February*	496	664	655	19	— 70*
1967 September-November	362	547	543	15	—107
Dec., 1967-Feb., 1968*	482	632	626	18	— 57*

† Excluding transactions relating to US military aircraft financed by Exim bank credit (see Notes).
* Provisional estimates.
‡ Revised estimates.

Table 1B.

Recorded values. — £ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.
1966 1st quarter	422·2	514·9	16·9
2nd quarter	399·4	498·0	16·3
3rd quarter	400·9	499·7	14·1
4th quarter	459·8	469·6	17·4
1967 1st quarter	444·8	536·5	15·4
2nd quarter	446·1	540·1	15·7
3rd quarter	395·0	507·8	14·7
4th quarter	389·4	562·8	15·8
1967 December	451·6	577·8	17·4
1968 January	482·3†	691·0†	18·0
February*	509·0	637·9	19·1

* Provisional estimates.
† Revised estimates.

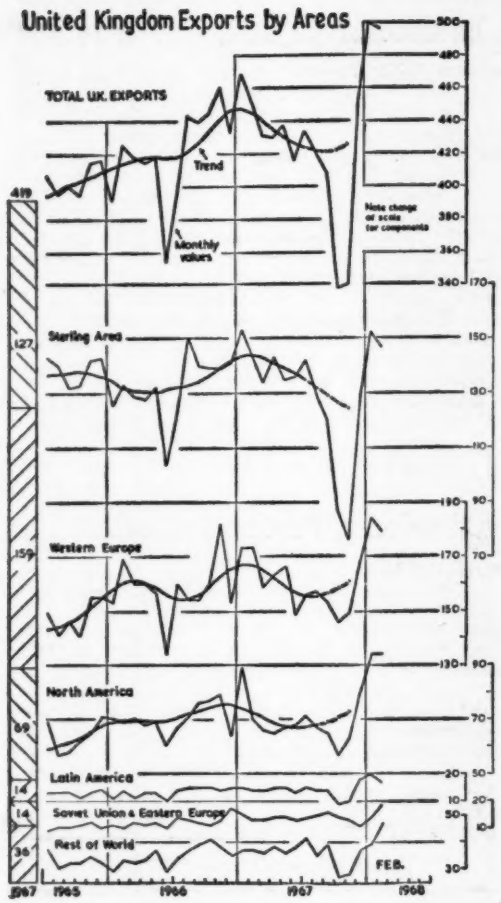


Table 2. United Kingdom exports: areas†

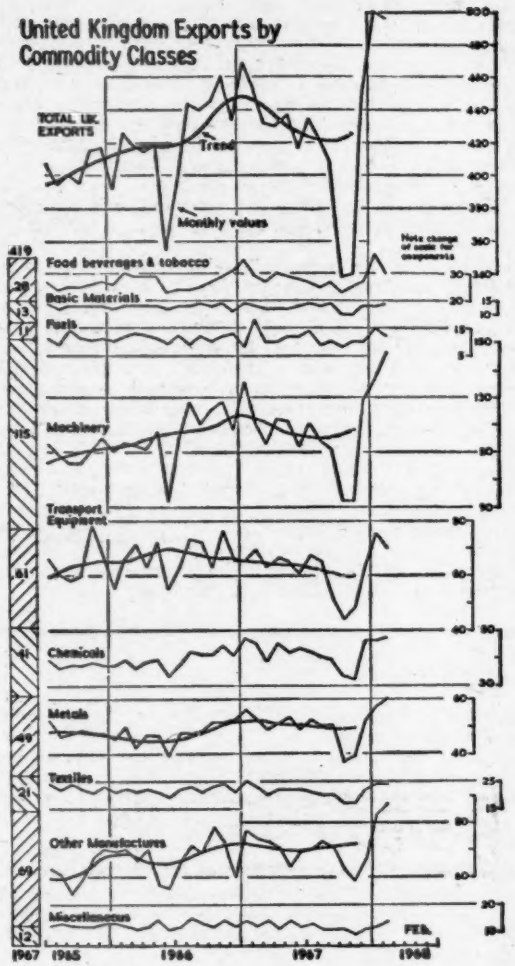
Seasonally adjusted £ million f.o.b. monthly averages or calendar months

	Total	Sterling Area	Western Europe Total	Western Europe EEC	Western Europe EFTA	North America	Latin America	Soviet Union and Eastern Europe	Rest of World
1967 Year	419	127	159	80	63	69	14	14	36
1st qtr.	451	144	168	83	67	75	14	14	36
2nd qtr.	428	138	159	80	63	67	15	14	38
3rd qtr.	420	130	155	78	62	68	14	15	38
4th qtr.	376	97	154	81	60	67	12	13	31
Dec.	450	128	168	89	64	80	18	11	37
1968 Jan.	500	152	184	102	66	94	20	14	39
Feb.*	496	147	179	95	67	94	17	19	47
1967 Sept.-Nov.	362	94	149	77	59	62	11	14	31
1967-68 Dec.-Feb.*	482	142	177	95	66	89	18	15	41

* Provisional estimates.
† Figures for Burma and Rhodesia are included with those for the 'Rest of the World.'

EXPORT HANDBOOKS

The Board of Trade has issued three Export Handbooks – 'Services for British Exporters', 'ECGD Credit Insurance and Financial Support Services' and 'Organization for Overseas Marketing'. Together they contain 200 pages of information that every exporter should have. To get as many free copies of these three Handbooks as you require for day to day use by your export staff, write now to Information Division, United Kingdom Publicity Section (551), Board of Trade, 1 Victoria Street, London, S.W.1.



Visible trade balance

The visible trade deficit in February was £70 million, seasonally adjusted (excluding United States military aircraft). Over the last three months it has averaged £57 million. For the year 1967 the deficit averaged £46 million a month.

In addition to visible trade the current account of the balance of payments includes net invisible earnings, and these are generally in significant surplus; over the years 1963-1967 the surplus averaged some £150 million a year, or £13 million a month.

Exports

Exports in February, at £496 million seasonally adjusted, continued close to the record level of £500 million in January. The totals in these months reflect the continued making good of arrears from the dock strikes. Past experience suggests this process may not yet be complete. Increases in export prices in sterling terms following devaluation have also made some contribution; the export unit value index, available up to January, shows a 3 per cent rise since before devaluation, with most of the increase in January itself.

The trend of exports to many areas remains difficult to judge, but it is clear that there has been strong growth since the middle of 1967 in shipments to the EEC countries (particularly Germany) and to the United States. In the six months September to February exports to both the United States and to the EEC countries were 11 per cent above their levels in the previous three months. Comparing the same periods exports to the sterling area were 13 per cent lower, but the decline is probably overstated because there may still be arrears from the dock strikes to make good.

(Continued on next page)

EFTA INFORMATION CENTRE

The Board of Trade maintains an EFTA Information Centre to answer general inquiries about the European Free Trade Association and to advise on sources of more specialized information. It also distributes literature free of charge, including the 'EFTA Bulletin', the EFTA Secretariat's monthly journal. Address: Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2479/2480).

Table 3. United Kingdom exports: commodity classes

Seasonally adjusted £ million f.o.b. monthly averages or calendar months.

	Total	Food, beverages and tobacco	Basic materials	Fuels	Manufactures									Miscellaneous
						Machinery and transport equipment				Chemicals	Metals and misc. metal manufactures	Textiles	Other manufactures	
					Total	Total	Machinery	Road motor vehicles	Other transport equipment					
1967 Year	419	28	13	11	356	176	115	44	17	41	49	21	69	12
1st quarter	451	30	13	12	381	187	123	51	15	44	52	23	75	13
2nd quarter	428	29	13	11	364	182	118	48	16	43	51	22	68	13
3rd quarter	420	26	14	11	360	176	115	42	19	41	51	20	72	12
4th quarter	376	25	11	9	319	158	105	34	18	37	43	19	63	11
December	450	27	13	10	381	193	129	39	24	46	52	22	67	11
1968 January	500	37	13	15	427	215	137	52	26	46	57	24	83	12
February*	496	30	14	12	435	216	146	48	22	47	60	24	87	14
1967 Sept.-Nov.	362	25	11	9	306	147	98	33	14	35	42	18	64	10
1967-68 Dec.-Feb.*	482	31	13	12	414	208	137	46	24	46	56	23	79	12

* Provisional estimates.

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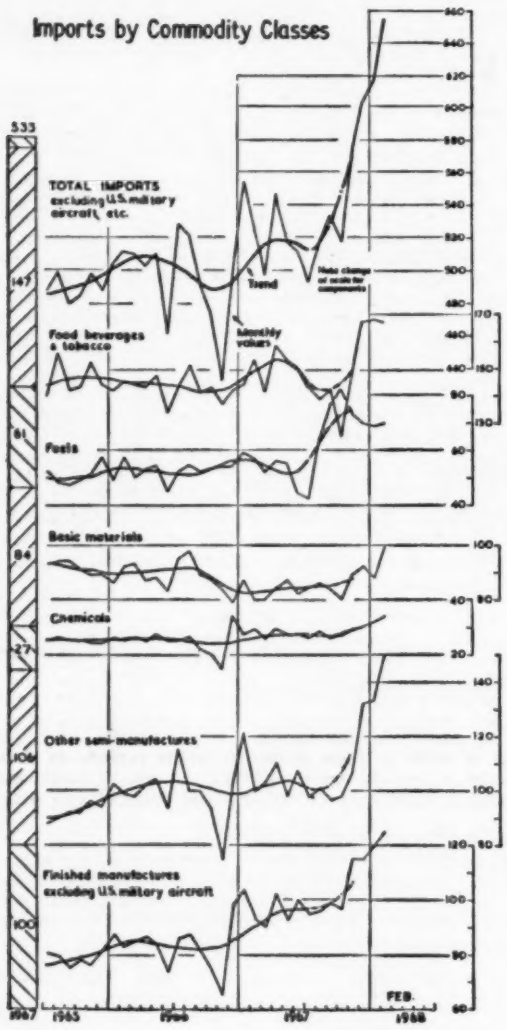
UNITED KINGDOM TRADE IN FEBRUARY, *continued*



Imports

Imports in February were £655 million, seasonally adjusted, excluding United States military aircraft; including these aircraft they were £664 million.

In the three months December to February imports averaged £626 million. This was some 15 per cent more than the average of £543 million in the previous three months, September-November, mainly before devaluation. At least half of the increase is likely to have been in prices. The unit value index up to January shows an increase of 8 per cent since October. Much of this rise is attributable to devaluation, but there has also been a large and continued increase in copper prices, and this was no doubt an important element in the high value of imports of non-ferrous metals in February.

There has been a rise in the volume of imports in the last three months compared with the previous three months. Most classes of imports, with the exception of fuels, have shown an increase, and it is possible that delayed arrivals on account of the dock strikes may have been a factor, although the main delays were to exports. Part of the increase has been in industrial materials and is likely to be associated with the increase in industrial activity since last autumn, and perhaps, more recently, with some resumption of stockbuilding, though figures for stocks beyond the fourth quarter are not yet available. In addition there has been an increase in imports of food, drink and tobacco, part of which is attributable to erratically high arrivals of tobacco in January and February. Imports of finished manufactures have also been higher, with some increase in arrivals of consumer goods. The fall in imports of fuels in recent months appears to have been largely in volume and follows exceptionally high figures in the autumn last year after the dislocation caused by the Middle East war.

THE PATENT OFFICE

In addition to handling some 82,000 *Patent, Trade Marks and Designs applications yearly, the Patent Office offers to industry a wide range of publications. These include the* Official Journal (Patents), the Trade Marks Journal, British Patents Specifications, Abridgments of Patent Specifications (*with drawings*), Reports of Patent, Design and Trade Mark Cases, *and 50-year subject matter file lists of British Patent Specifications.*

Details of these and other publications may be obtained by post from Sale Branch, The Patent Office, Block C, Station Square House, St. Mary Cray, Orpington, Kent, or by personal application at the Public Sales Counter of the Patent Office, 25 *Southampton Buildings, London, W.C.2.*

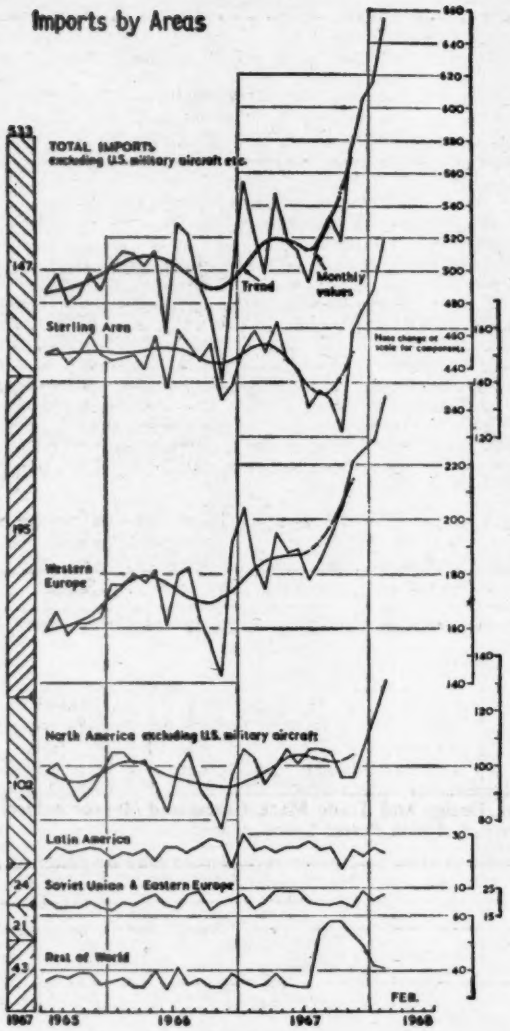
Receipts from sales amount to some £450,000 *annually. You may well find information your firm needs among the Patent Office publications.*

Table 4. Imports: commodity classes

Seasonally adjusted £ million c.i.f. monthly averages or calendar months.

	Total	Total excluding US military aircraft, etc.	Food, beverages and tobacco	Fuels	Industrial materials				Finished manufactures		Miscellaneous
					Total	Basic materials	Chemicals	Other semi-manufactures	Total	Excluding US military aircraft, etc.	
1967 Year	537	533	147	61	218	84	27	106	104	100	7
1st quarter	526	525	146	56	217	82	27	108	97	96	8
2nd quarter	530	525	154	52	217	84	28	105	104	99	6
3rd quarter	519	515	141	61	210	84	27	99	101	97	7
4th quarter	571	566	148	75	228	87	28	112	113	109	7
December	611	605	167	70	254	92	30	132	120	115	5
1968 January	621	617	168	69	252	88	32	133	125	120	7
February*	664	655	167	70	284	100	34	150	134	125	10
1967 Sept.-Nov.	547	543	139	77	212	84	27	101	108	103	8
1967-68 Dec.-Feb.*	632	626	167	70	263	93	32	138	126	120	8

* Provisional estimates



NOTES:

1. Detailed particulars of United Kingdom imports, exports and re-exports will be published in March 27* and further analysis of the figures will be found in the form of tables in the monthly Report on Overseas Trade† for April, due to be published on or about April 26.

2. Visible trade balance

(a) The figures for the visible trade balance are on balance of payments basis and are estimates and liable to revision. They are only published seasonally adjusted. In order to obtain the best guidance as to the trend of the trade balance, figures for several months should be taken together. This series is intended as a substitute for the crude 'trade gap' which, being the difference between imports (c.i.f.) and exports plus re-exports (both f.o.b.) is misleading in that the import valuation includes insurance and freight, which, in so far as they are paid abroad, are included in the invisibles account in the balance of payments. There are also smaller adjustments, for example, in allowance for goods not covered by the Trade Accounts.

(b) *Purchases of United States military aircraft*

The calculation of the visible trade balance excludes transactions, whether deliveries or payments, relating to the purchase of United States military aircraft (including some missiles) which are being financed by the special United States Exim Bank credit. The effect of these transactions on the balance of payments accounts is shown in the quarterly balance of payments statistics published in *Economic Trends*.

3. Change in coverage in the overseas trade accounts from January 1968

There is a change in the coverage of the overseas trade statistics from January 1968. Hitherto imports of spare parts for the maintenance of foreign registered and owned aircraft used on international air services, and re-exports of such spares, have been included in the figures of external trade of the United Kingdom.

From January 1968 imports and re-exports of these spares have been excluded from the figures. No adjustments will be made in respect of trade in these spares in earlier periods as detailed information is not available; in 1967 imports of these spares are estimated to have been £14 million and re-exports £9 million.

4. Seasonally adjusted figures

Some revisions have been made to the seasonally adjusted values previously published. The values shown in the tables take into account the later information available, revised length of month adjustments and some other revisions arising from the use of a modified computer program.

* Accounts relating to the Overseas Trade of the United Kingdom, February 1968, HMSO price 30s., by post 31s.
† Report on Overseas Trade, published by HMSO price 5s., by post 5s. 5d. Annual subscription £3 6s., including postage.

Table 5. Imports: areas†

Seasonally adjusted £ million c.i.f. monthly averages or calendar months.

	Total	Total excluding US military aircraft, etc.	Sterling Area	Western Europe	North America		Latin America	Soviet Union and Eastern Europe	Rest of World
					Total	Excluding US military aircraft, etc.			
1967 Year	537	533	147	195	106	102	24	21	43
1st quarter	526	525	154	188	102	101	27	21	35
2nd quarter	530	525	151	191	108	102	24	24	36
3rd quarter	519	515	134	186	109	105	26	19	48
4th quarter	571	566	149	217	104	99	21	21	53
December	611	605	167	225	113	107	22	24	49
1968 January	621	617	174	229	123	118	25	21	42
February*	664	655	193	245	140	131	23	23	41
1967 Sept.-Nov.	547	543	138	206	103	99	22	19	56
1967-68 Dec.-Feb.*	632	626	178	233	125	119	23	23	44

* Provisional estimates.
† Figures for Burma and Rhodesia are included with those for the 'Rest of the World.'

United Kingdom trade by air

THE PROPORTION OF United Kingdom trade carried by air continued to increase in 1967. There was a sharp increase in trade, particularly imports, carried by air in the last quarter of 1967; this may have been partially due to a diversion of goods which would have been carried by sea if it had not been for the dock strike. The value of exports carried by air increased by 12 per cent and was nearly 11 per cent of total exports; the proportion of re-exports carried by air also increased, although there was a small fall in value terms. There was a large increase in the value of airborne import trade, which rose by 17 per cent, although this resulted in only a small increase in the proportion of total imports carried by air.

In the case of both imports and exports, machinery and transport equipment formed a substantial proportion of the value of goods carried by air. Within commodity divisions a striking proportion of total imports of electrical machinery (at 53 per cent) and scientific and professional instruments (55 per cent) was carried by air; on the export side 45 per cent of clothing was transported by air, and a substantial, although smaller, proportion of exports of medicinal and pharmaceutical products, leather and leather goods, and professional and scientific instruments also went by air. Forty-three per cent of the United Kingdom's airborne exports and 55 per cent of re-exports went to Western Europe; corresponding figures for North America were 30 per cent and 28 per cent. Forty-two per cent of imports from Western Europe were carried by air and 33 per cent of those from North America. The United States of America, France and West Germany were the countries with the largest share of the airborne trade.

Statistical note:

From January 1, 1965, figures for precious stones and pearls have been included in the Trade Accounts; the figures for earlier years have been adjusted in these tables for comparison. Complete aircraft flown in and out under their own power are included in the totals for all United Kingdom trade, but are excluded from the figures of trade by air.

Table 1. Value of trade compared with total trade figures

Year	Imports			UK Exports			Re-exports		
	Total £m. c.i.f.	By air		Total £m. f.o.b.	By air		Total £m. f.o.b.	By air	
		£m. c.i.f.	Per cent of Total Imports		£m. f.o.b.	Per cent of Total UK Exports		£m. f.o.b.	Per cent of Total Re-exports
1962	4,627·7	270·7	5·8	3,904·6	257·7	6·6	157·6	41·1	26·1
1963	4,983·4	305·8	6·1	4,211·1	289·2	6·9	153·8	45·6	29·6
1964	5,696·1	376·3	6·6	4,411·6	292·2	6·6	153·4	46·4	30·2
1965	5,751·1	438·3	7·6	4,728·0	370·5	7·8	172·8	54·7	31·7
1966	5,946·8	545·6	9·2	5,047·0	483·3	9·6	194·4	64·5	33·2
1967	6,441·6	640·9	9·9	5,025·9	539·7	10·7	184·5	63·2	34·2

Table 2. Commodity composition of United Kingdom exports.

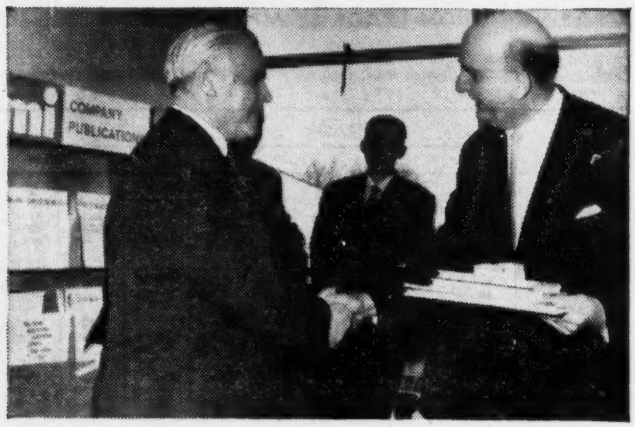
Selected Divisions	1966			1967		
	Total £m. f.o.b.	By air		Total £m. f.o.b.	By air	
		£m. f.o.b.	Per cent of Total UK Exports		£m. f.o.b.	Per cent of Total UK Exports
00. *Live animals (excluding zoo animals, dogs and cats)	22·8	5·7	25	25·6	4·9	19
51. Chemical elements and compounds	110·9	6·4	6	117·8	8·0	7
54. Medicinal and pharmaceutical products	73·2	20·9	29	78·4	25·9	33
55. Essential oils and perfume materials; toilet, polishing and cleansing materials	40·6	1·2	3	43·4	1·4	3
61. Leather, leather manufactures, not elsewhere specified and dressed furskins	33·0	9·2	28	30·5	9·8	32
62. Rubber manufactures, not elsewhere specified	47·8	1·6	3	53·8	1·8	3
65. Textile yarn, fabrics, made-up articles and related products	261·0	18·9	7	250·3	16·9	7
66. Non-metallic mineral manufactures, not elsewhere specified	286·1	10·3	4	276·0	11·7	4
68. Non-ferrous metals	192·2	29·7	15	206·3	36·5	18
69. Manufactures of metal, not elsewhere specified	155·2	7·1	5	153·2	8·1	5
71. Machinery, other than electric	1,043·5	128·2	12	1,035·7	144·1	14
72. Electrical machinery, apparatus and appliances	345·5	53·3	15	344·9	58·5	17
Ex 73. Transport equipment	721·1	46·4	6	691·4	52·4	8
84. Clothing, knitted or crocheted articles, including elastic or rubberized fabric and articles of fur	52·7	24·0	46	63·5	28·8	45
85. Footwear, gaiters and the like	16·6	1·8	11	19·9	2·5	12
86. Professional, scientific and controlling instruments; photographic and optical goods, watches and clocks	113·8	42·9	38	121·7	41·5	34
89. Miscellaneous manufactured articles, not elsewhere specified	167·2	36·7	22	178·1	42·0	24
All other goods	1,363·7	39·2	3	1,335·2	44·9	3
Total	5,047·0	483·3	10	5,025·9	539·7	11

*Figures shown under this heading include horses, exported temporarily for racing, breeding or other purposes.

REPORTS FOR UNITED KINGDOM EXPORTERS ON FIRMS OVERSEAS

UNITED KINGDOM exporters may wish to know more about a firm abroad which has offered to do business with them The Board of Trade keeps records about the standing activities and influence of many firms abroad, and will make inquiries about any particular firm not already on record. These are not credit reports (for which the inquirers should apply to banks and other agencies) but they are useful in deciding the suitability of the overseas trade as a sales outlet. Requests for reports should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, or to the appropriate Regional office of the Board.

Sir Patrick Dean, centre, Britain's Ambassador to the United States, was the first ticketed passenger in the United States on a Britten-Norman Islander. He is seen preparing to board a special flight of Viking Airways from Washington, DC, to New York City; Mr. Thomas A. Corwin (right), president of Viking Airways, and Mr. Alex Muller, Jonas Aircraft, welcome the Ambassador aboard the Islander.



A delegation of Soviet experts on standards and metrology visited the St. Albans works of Marconi Instruments Ltd. on March 6. Following demonstrations of the company's work in the field of standards, Professor V. V. Boitsov (left), President of the State Committee for Standardizations, Measures and Measuring Instruments in the USSR, presented Mr. R. E. Burnett, managing director of Marconi Instruments, with Russian books on standards and measurements.

Table 3. Commodity composition of imports

	Selected Divisions	1966			1967		
		Total £m. c.i.f.	By air		Total £m. c.i.f.	By air	
			£m. c.i.f.	Per cent of Total Imports		£m. c.i.f.	Per cent of Total Imports
00.	*Live animals (excluding zoo animals, dogs and cats)	49·4	5·7	12	50·8	4·0	8
21.	Hides, skins and furskins, undressed	66·5	22·5	34	51·0	20·0	39
28.	Metalliferous ores and metal scrap	189·2	13·1	7	203·0	24·6	12
51.	Chemical elements and compounds	122·1	14·6	12	138·3	19·6	14
54.	Medical and pharmaceutical products	14·6	6·0	41	16·0	6·2	39
55.	Essential oils and perfume materials; toilet, polishing and cleansing preparations	16·5	4·1	25	16·5	3·8	23
61.	Leather, leather manufactures, not elsewhere specified, and dressed furskins	29·0	4·1	14	27·3	4·0	15
65.	Textile yarn, fabric, made-up articles and related products	158·8	22·3	14	182·1	27·5	15
66.	Non-metallic mineral manufactures, not elsewhere specified	223·1	74·7	33	250·9	79·4	32
68.	Non-ferrous metals	421·5	12·4	3	380·5	17·5	5
69.	Manufactures of metal, not elsewhere specified	50·7	9·0	18	59·4	10·8	18
71.	Machinery, other than electric	429·6	126·7	29	511·9	143·8	28
72.	Electrical machinery, apparatus and appliances	150·5	80·5	54	183·9	96·6	53
Ex 73.	Transport equipment	97·6	18·2	19	132·0	19·4	15
84.	Clothing, knitted or crocheted articles, including elastic or rubberized fabric and articles of fur	68·7	20·7	30	83·3	24·3	29
85.	Footwear, gaiters and the like	22·3	3·7	17	26·7	4·0	15
86.	Professional, scientific and controlling instruments; photographic and optical goods, watches and clocks	78·2	41·5	53	98·4	54·4	55
89.	Miscellaneous manufactured articles, not elsewhere specified	123·8	44·1	36	146·7	54·9	37
	All other goods	3,634·5	21·6	1	3,882·9	26·3	1
	Total	5,946·8	545·6	9	6,441·6	640·9	10

*Figures shown under this heading include horses, imported temporarily for racing, breeding or other purposes.

Table 4. Commodity composition of re-exports

	Selected Divisions	1966			1967		
		Total £m. c.i.f.	By air		Total £m. c.i.f.	By air	
			£m. c.i.f.	Per cent of Total Re-exports		£m. c.i.f.	Per cent of Total Re-exports
21.	Hides, skins and furskins, undressd	33·3	20·4	61	25·2	14·9	59
61.	Leather, leather manufactures, not elsewhere specified, and dressed furskins	3·7	2·0	52	3·1	1·4	46
68.	Non-ferrous metals	22·2	1·1	5	15·4	0·4	2
71.	Machinery other than electric	28·5	16·2	57	33·0	17·9	54
72.	Electrical machinery, apparatus and appliances	11·6	8·2	71	13·8	10·3	75
Ex 73.	Transport equipment	8·6	4·0	47	12·2	4·8	40
86.	Professional, scientific and controlling instruments, photographic and optical goods, watches and clocks	5·0	3·2	65	6·7	4·5	67
89.	Miscellaneous manufactured articles, not elsewhere specified	7·9	5·0	63	8·1	5·1	62
	All other goods	73·6	4·3	6	67·0	3·9	6
	Total	194·4	64·5	33	184·5	63·2	34

(*Continued on next page*)

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UNITED KINGDOM TRADE BY AIR, *continued*

Table 5. Imports from, and United Kingdom exports and re-exports to, selected countries

Selected Countries	Imports						UK Exports						Re-exports					
	1966			1967			1966			1967			1966			1967		
	Total £m. c.i.f.	By air £m. c.i.f.	By air Per cent of Total Imports	Total £m. c.i.f.	By air £m. c.i.f.	By air Per cent of Total Imports	Total £m. f.o.b.	By air £m. f.o.b.	By air Per cent of Total UK Exports	Total £m. f.o.b.	By air £m. f.o.b.	By air Per cent of Total UK Exports	Total £m. f.o.b.	By air £m. f.o.b.	By air Per cent of Total Re-exports	Total £m. f.o.b.	By air £m. f.o.b.	By air Per cent of Total Re-exports
West Germany	301·9	49·6	16·4	339·3	50·4	14·9	253·4	49·8	19·6	246·5	41·4	16·8	35·6	15·1	42·5	30·0	12·7	42·2
Netherlands	291·1	19·3	6·6	328·8	23·5	7·1	196·3	25·7	13·1	193·9	22·7	11·7	10·8	1·5	13·8	11·9	1·4	11·9
Belgium	128·8	12·0	9·4	143·1	12·7	8·9	180·8	11·7	6·5	177·5	11·6	6·6	5·2	1·3	25·9	5·0	1·2	24·8
France	212·3	53·7	25·3	255·4	61·6	24·1	197·3	56·3	28·5	204·5	67·0	32·8	15·7	7·9	50·7	13·6	6·0	43·9
Italy	166·2	23·1	13·9	195·2	23·6	12·1	128·0	21·8	17·0	140·1	21·7	15·5	20·0	7·3	36·5	17·3	6·4	37·2
Sweden	217·1	8·9	4·1	247·6	9·8	4·0	229·9	13·6	5·9	218·9	14·1	6·5	6·2	0·7	11·1	5·9	0·8	12·8
Denmark	206·1	5·9	2·9	217·5	8·4	3·9	133·9	6·1	4·5	143·7	7·4	5·1	2·4	0·4	17·3	2·8	0·6	19·9
Switzerland	98·2	40·1	40·9	119·4	50·6	42·4	105·1	15·7	15·0	110·6	19·0	17·2	6·1	2·6	41·9	6·3	3·3	52·5
Portugal	46·6	16·5	35·4	55·6	15·3	27·5	46·1	2·4	5·2	46·8	2·8	6·0	0·7	0·1	16·4	0·6	0·3	38·9
Austria	27·8	4·5	16·1	41·7	5·7	13·6	40·8	3·4	8·4	38·6	4·8	12·3	1·8	0·6	35·6	1·8	0·5	24·7
Spain	61·8	1·9	3·0	74·7	1·7	2·3	99·3	5·6	5·6	90·2	6·7	7·4	2·3	0·6	28·3	2·3	0·5	23·0
Irish Republic	186·1	17·3	9·3	223·7	16·8	7·5	179·0	21·6	12·1	186·4	23·0	12·3	10·3	1·5	14·9	10·1	1·4	13·6
United States of America	720·2	156·2	21·7	803·3	186·5	23·2	621·1	101·0	16·3	609·1	126·9	20·8	25·6	13·1	51·0	24·6	14·3	58·4
Canada	425·0	17·5	4·1	456·5	22·6	5·0	215·3	31·4	14·6	213·5	34·3	16·1	8·2	3·6	43·5	6·8	3·1	45·4
India	119·1	3·1	2·6	125·9	4·1	3·2	95·4	5·0	5·2	81·6	5·2	6·4	1·3	0·4	30·7	1·7	0·8	47·9
Australia	207·9	2·7	1·3	174·6	2·5	1·4	255·5	9·2	3·6	253·5	10·0	3·9	2·5	0·6	24·4	2·4	0·8	31·5
Republic of South Africa	191·4	12·2	6·4	219·6	20·1	9·1	242·9	6·2	2·6	257·2	7·1	2·7	3·8	0·4	11·3	3·9	0·5	13·4
Japan	77·1	5·4	7·0	91·2	6·7	7·3	65·0	14·1	21·7	82·8	18·9	22·8	3·9	0·7	18·3	4·7	1·1	24·0
Total of above Countries	3,684·8	449·9	12·2	4,113·1	522·5	12·7	3,285·2	400·7	12·2	3,295·3	444·5	13·5	162·4	58·6	36·1	151·7	55·6	36·7
All other Countries	2,262·0	95·6	4·2	2,328·5	118·4	5·1	1,761·7	82·6	4·7	1,730·6	95·2	5·5	32·0	5·9	18·5	32·8	7·5	23·0
Grand Total	5,946·8	545·6	9·2	6,441·6	640·9	9·9	5,047·0	483·3	9·6	5,025·9	539·7	10·7	194·4	64·5	33·2	184·5	63·2	34·2

Table 6. Imports from, and United Kingdom exports and re-exports to, various areas by air

	Imports		UK exports		Re-exports	
	1966	1967	1966	1967	1966	1967
	£m. c.i.f.	£m. c.i.f.	£m. f.o.b.	£m. f.o.b.	£m. f.o.b.	£m. f.o.b.
Sterling Area	92·1	114·1	78·8	85·7	4·3	6·2
North America	173·8	209·1	132·8	161·5	16·6	17·5
Latin America	4·9	5·9	9·2	11·1	0·6	0·7
Western Europe	241·0	269·6	223·0	232·3	39·2	34·6
Middle East (except Sterling Middle East Countries)	6·5	7·8	13·6	14·8	2·1	1·4
Soviet Union and Eastern Europe	10·2	11·6	6·4	7·8	0·5	1·0
Rest of the World	17·2	22·6	19·6	26·5	1·2	1·7
Total	545·6	640·9	483·3	539·7	64·5	63·2

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Aircraft noise at Heathrow Airport—London

MONITORING of the noise of departing jet aircraft and the height of all types of arriving aircraft at Heathrow continued during the fourth quarter of 1967. The results are set out below together with comparable figures for the same period in the previous four years.

Departing aircraft

12,371 jet aircraft day departures were monitored by the Board's Noise Monitoring Unit during the quarter. Of these 2.6 per cent exceeded the permitted daytime noise level of 110 perceived noise decibels. 649 jet aircraft night departures were monitored and of these 1.2 per cent exceeded the permitted noise level of 102 perceived noise decibels.

Comparable figures for the fourth quarter in the previous four years are given in the following table.

	Year	Day departures monitored	Percentage Infringement	Night depatures monitored	Percentage Infringement
Fourth quarter October 1 to December 31 inclusive	1963	7,084	1·7	224	4·0
	1964	7,825	0·9	306	1·3
	1965	9,372	2·9	396	5·0
	1966	11,316	0·8	475	2·1
	1967	12,371	2·6	649	1·2

The relatively high percentage of daytime infringements was due to the closing of the main runway No. 5 for two weeks in October and for the whole of November. Easterly and south westerly winds during these periods, as in 1965, required the runways 10L and 23L to be used. In these circumstances the monitoring points overflown are some two miles closer to the end of the runway compared to many of the other monitoring points overflown after take-offs from the most used runways, and on the grounds of safety in turbulent wind conditions, some pilots were unable to comply with the noise limit in spite of reduced loads.

Arriving aircraft

During the same quarter 1,339 aircraft were monitored by radar during their approach to the runway to check whether they came below the correct approach angle of 3°; 0.3 per cent did so, Comparable figures for the previous four years are as follows:

	Year	Approaching Aircraft Monitored	Percentage Infringements
Fourth quarter	1963	1,948	0·9
	1964	1,038	0·3
	1965	1,157	1·6
	1966	1,528	0·7
	1967	1,339	0·3

Note:

Variations in the level of infringements are not a guide to changes in the over all noise disturbance. Apart from the general increase in traffic, the figures give no indication as to whether the aircraft that did not infringe the limits (i.e. all but a very small proportion) were, in fact, noisier or quieter than in previous years.

Sales of department stores in week ended March 9, 1968

THE TABLE BELOW shows the percentage increases on a year earlier in the non-food merchandise sold by department stores in the latest week, and, for comparative purposes, figures for earlier weeks and for the months October 1967 to January 1968.

The increases in the week ended March 9 do not differ much from the increases which have been recorded in the previous four weeks, bearing in mind that the week-to-week changes will tend to fluctuate.

These figures relate to department stores which, in the aggregate, account for only a small part of retail trade and which have in the last few months been particularly sensitive to the increased demand for consumer durables.

Sales of department stores. Percentage increase on a year earlier

Department	Week ended										
	October	November	December	January	January 27, 1968	February 3, 1968	February 10, 1968	February 17, 1968	February 24, 1968	March 2, 1968	March 9, 1968
Clothing and footwear	5	5	6	4	14	10	3	8	5	10	7
Furniture and furnishings	11	14	19	20	34	29	30	30	30	28	30
Hardware, radio and electrical goods	14	33	33	28	52	47	44	48	42	38	41
All non-food merchandise	7	8	8	12	27	22	16	19	18	17	17

NOTE:
Weekly returns at present being received from department stores are being collected for a limited period to supplement the monthly statistics of retail sales. They will help to provide valuable up-to-date information on trends in consumer spending. It is not intended to continue their collection on a permanent basis.

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Treforest Industrial Estate
Pontypridd, Glam

Northern Ireland
Ministry of Commerce, Northern Ireland
Chichester House
64 Chichester Street
Belfast

UNITED KINGDOM TRADE BY AIR, *continued*

Table 5. Imports from, and United Kingdom exports and re-exports to, selected countries

Selected Countries	Imports						UK Exports						Re-exports					
	1966			1967			1966			1967			1966			1967		
	Total £m. c.i.f.	By air £m. c.i.f.	By air Per cent of Total Imports	Total £m. c.i.f.	By air £m. c.i.f.	By air Per cent of Total Imports	Total £m. f.o.b.	By air £m. f.o.b.	By air Per cent of Total UK Exports	Total £m. f.o.b.	By air £m. f.o.b.	By air Per cent of Total UK Exports	Total £m. f.o.b.	By air £m. f.o.b.	By air Per cent of Total Re-exports	Total £m. f.o.b.	By air £m. f.o.b.	By air Per cent of Total Re-exports
West Germany	301·9	49·6	16·4	339·3	50·4	14·9	253·4	49·8	19·6	246·5	41·4	16·8	35·6	15·1	42·5	30·0	12·7	42·2
Netherlands	291·1	19·3	6·6	328·8	23·5	7·1	196·3	25·7	13·1	193·9	22·7	11·7	10·8	1·5	13·8	11·9	1·4	11·9
Belgium	128·8	12·0	9·4	143·1	12·7	8·9	180·8	11·7	6·5	177·5	11·6	6·6	5·2	1·3	25·9	5·0	1·2	24·8
France	212·3	53·7	25·3	255·4	61·6	24·1	197·3	56·3	28·5	204·5	67·0	32·8	15·7	7·9	50·7	13·6	6·0	43·9
Italy	166·2	23·1	13·9	195·2	23·6	12·1	128·0	21·8	17·0	140·1	21·7	15·5	20·0	7·3	36·5	17·3	6·4	37·2
Sweden	217·1	8·9	4·1	247·6	9·8	4·0	229·9	13·6	5·9	218·9	14·1	6·5	6·2	0·7	11·1	5·9	0·8	12·8
Denmark	206·1	5·9	2·9	217·5	8·4	3·9	133·9	6·1	4·5	143·7	7·4	5·1	2·4	0·4	17·3	2·8	0·6	19·9
Switzerland	98·2	40·1	40·9	119·4	50·6	42·4	105·1	15·7	15·0	110·6	19·0	17·2	6·1	2·6	41·9	6·3	3·3	52·5
Portugal	46·6	16·5	35·4	55·6	15·3	27·5	46·1	2·4	5·2	46·8	2·8	6·0	0·7	0·1	16·4	0·6	0·3	38·9
Austria	27·8	4·5	16·1	41·7	5·7	13·6	40·8	3·4	8·4	38·6	4·8	12·3	1·8	0·6	35·6	1·8	0·5	24·7
Spain	61·8	1·9	3·0	74·7	1·7	2·3	99·3	5·6	5·6	90·2	6·7	7·4	2·3	0·6	28·3	2·3	0·5	23·0
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Sales of department stores. Percentage increase on a year earlier

Department	Week ended										
	October	November	December	January	January 27, 1968	February 3, 1968	February 10, 1968	February 17, 1968	February 24, 1968	March 2, 1968	March 9, 1968
Clothing and footwear	5	5	6	4	14	10	3	8	5	10	7
Furniture and furnishings	11	14	19	20	34	29	30	30	30	28	30
Hardware, radio and electrical goods	14	33	33	28	52	47	44	48	42	38	41
All non-food merchandise	7	8	8	12	27	22	16	19	18	17	17

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Chichester House
64 Chichester Street
Belfast

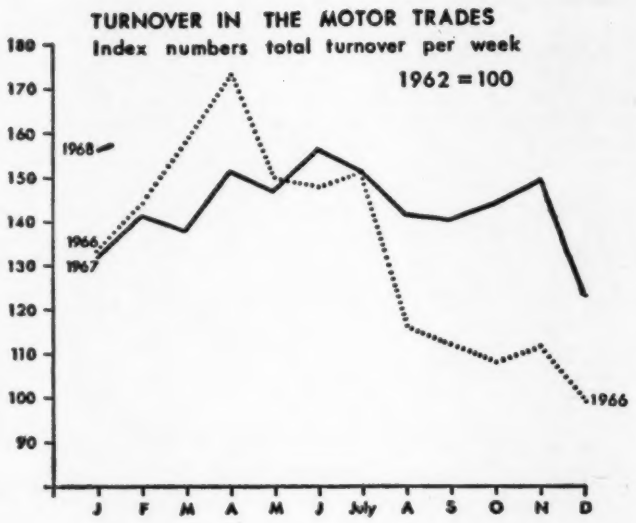
Turnover of the motor trades in January

IN JANUARY, motor trade business continued to be buoyant and total turnover was at a record level for the time of year, being 18 per cent higher than in January 1967. This increase on a year earlier was smaller than those of recent months, probably because in January last year turnover enjoyed an upsurge from the depressed levels of the latter part of 1966.

Sales of new cars, which were well above the level of the latter part of 1967, reached their highest level since April 1966, and were 33 per cent higher than a year earlier. This was a smaller increase than in recent months, but a new letter in the registration mark was introduced in January 1967, and not this year, and this has had some influence on the timing of purchases of new cars.

On the other hand, sales of used vehicles proved somewhat less buoyant in January, being only 19 per cent above their January 1967 level, and below the level of the latter part of 1967.

Sales of petrol, oil, accessories and spare parts, together with receipts from servicing and repairs were 5 per cent higher than a year earlier, in line with the average experience of 1967.



Index numbers of turnover per week and percentage changes on a year earlier (a)

1962 = 100

Kind of business (Turnover in 1962 £ million)		Year	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Total turnover (£2,979 million)	1964	127	128	141	125	114	116	132	134	147	138	139	134	120	122	118	127	100
	1965	130	141	140	125	114	124	144	153	147	136	136	140	116	119	120	119	105
	1966	133	146	157	125	106	133	144	158	173	150	149	151	116	112	108	111	99
	1967	143	137	152	144	137	132	141	138	151	147	156	153	142	140	144	149	123
	1968						156											
	1967	+7	−6	−3	+15	+30	−1	−2	−13	−12	−2	+4	+1	+22	+25	+33	+34	+24
	1968						+18											
Analysis of turnover: Sales of new motor vehicles (£1,119 million)	1964	143	154	167	132	118	136	158	166	185	157	160	148	122	128	123	142	95
	1965	138	172	151	122	109	144	176	192	165	142	147	149	105	113	116	117	96
	1966	136	173	178	112	80	155	166	192	227	160	154	163	92	87	82	88	72
	1967	145	145	159	139	138	139	150	145	161	156	161	151	136	133	143	156	120
	1968						185											
	1967	+7	−16	−10	+24	+72	−10	−10	−25	−29	−2	+5	−7	+47	+53	+74	+77	+66
	1968						+33											
Sales of secondhand motor vehicles (£568 million)	1964	120	124	142	118	96	104	135	132	145	146	136	130	114	113	105	111	75
	1965	119	132	142	110	93	107	138	148	162	142	126	127	104	102	105	98	79
	1966	119	135	153	103	85	111	138	151	158	154	148	129	94	91	89	92	76
	1967	133	124	150	141	117	105	134	133	148	143	158	148	138	139	135	135	89
	1968						125											
	1967	+12	−8	−2	+37	+38	−6	−3	−12	−6	−7	+7	+15	+47	+54	+52	+47	+17
	1968						+19											
All other sales and receipts (£1,292 million)	1964	116	106	118	122	118	104	109	106	114	118	122	124	121	121	119	120	115
	1965	127	118	129	133	128	115	119	121	126	129	131	137	130	132	131	131	124
	1966	138	128	140	146	137	124	126	132	133	141	146	151	146	143	139	140	133
	1967	144	136	146	150	146	138	137	134	144	141	151	156	149	145	148	149	141
	1968						144											
	1967	+5	+6	+4	+2	+6	+11	+8	+2	+9	Nil	+3	+4	+2	+2	+6	+6	+6
	1968						+5											

(a) The periods covered by the index numbers consist of either four or five weeks, each quarter being divided into three 'monthly' periods of four, four and five weeks respectively. The period covered by January 1968 turnover was the four weeks from December 31, 1967, to January 27, 1968; the corresponding period in 1967 was from January 1, 1967, to January 28, 1967.

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Trade missions mean man-to-man contact with overseas buyers

BRITISH EXPORT FIRMS have gained millions of pounds worth of business over the past three years by using Board of Trade financial assistance to trade missions, administered by the British National Export Council. To date, grants for this purpose have been made to about 4,000 firms, involving products ranging from nuclear power equipment to costume jewellery and resulting in sales and orders in practically every world market, with Europe well in the lead.

Manufacturers are increasingly taking advantage of this method of achieving man-to-man contact between buyer and seller, whether by going out to the market or by playing host to prospective buyers from overseas. A number of sponsoring bodies including chambers of commerce, trade associations and export clubs have stepped up their programmes of hard-sell missions since devaluation and 1968 promises to notch up new record totals both for numbers of missions and for new business obtained.

Precise totals of overall gains take time to assess, but evidence reaching the BNEC show that the Association of Chambers of Commerce figure of £15½ million for actual orders obtained by its member chambers during 1965 and 1966 has by now been substantially exceeded.

Under the scheme for government aid announced in January 1965, a mission, whether inward or outward, must be collective and must be sponsored by a non-trading organization. For approved projects BNEC pays up to one half of the basic costs of travel and subsistence. Up to the end of 1967 approximately £362,000 has been contributed to help finance over 230 outward missions, over 115 inward missions, 57 reconnaissance visits for missions and 113 market research projects. The scheme is proving its value in making exporting easier, especially for small and medium-sized firms entering markets for the first time.

The groups involved in overseas missions are of two main types – 'vertical', representing one industry, or 'horizontal', involving different products originating in a single region in the United Kingdom. Sponsors of the former are usually a trade association or similar body, of the latter usually a chamber of commerce or local export club.

At least half the outward missions assisted by BNEC grants in 1967 were organized by regional bodies. The London, Birmingham, Glasgow, Leicester and Dundee chambers played a prominent part and numerous other chambers are now increasing their mission activities. Birmingham's nine outward missions in 1967 produced orders for £884,000 worth of goods, chiefly engineering and related products, with firm promise of nearly £3 million of further business during the ensuing 12 months. The same chamber mounted 17 missions during 1965 and 1966, resulting in over £9 million in business either secured or since negotiated. Immediately after devaluation the chamber decided to increase its existing plans for 10 missions in 1968 by organizing a further six to ten 'export commando' selling missions during 1968 and early 1969 – the period during which it considered export prices would be at their most competitive. They will visit Düsseldorf, Johannesburg, Toronto, Stockholm, Tokyo and Nairobi.

From the London Chamber's 1967 mission programme some highlights are announced. In September a group of 18 businessmen, representing mainly capital goods industries and investment services, visited the Caribbean under the leadership of Lord Macpherson, chairman of the chamber's West Indies Section. Orders worth £5 million resulted. A further London Chamber mission in November, to Hong Kong, Japan and Thailand, brought in £600,000 in immediate orders. In the previous year the London Chamber won orders worth £500,000 from a mission to Zambia and Malawi and a further £500,000 from an inward mission from the Afghanistan Chamber of Commerce. The latter was a return visit following a London Chamber outward mission to Afghanistan in 1965 from which orders totalling another half million had resulted.

The list of successes by individual chambers is impressive. A North Staffordshire Chamber mission to the United States last September brought in orders for £258,000 within a month, with inquiries for further business totalling £758,000. Dundee Chamber staged three missions in 1967 – to Canada and the United States, to Finland and Sweden and to South Africa. From the first two it gained orders for £100,000; from the third £250,000.

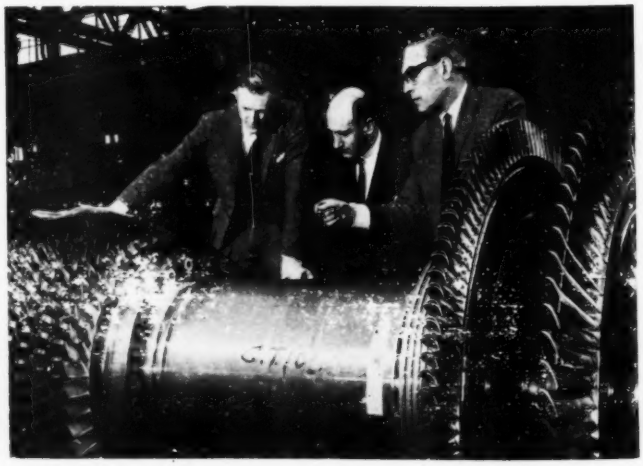
(*Continued at foot of page iv*)

The London Chamber of Commerce trade mission to the USSR in June 1966, during talks with the Soviet State Bank. In talks with Mr. Kosygin, the Leader and Deputy Leader of the Mission Lord Erroll and Mr. J. B. Scott learned of the Soviet interest in a Leyland bus plant. The mission included leaders of many of Britain's largest companies and eventual business was estimated to go into several millions of pounds.

FAR LEFT: An electronically controlled model of the 'Cushioncraft' being produced by Britten-Norman Ltd., being demonstrated for Mr. Mihai Marinescu (centre, wearing hat), Rumanian Minister of Machine Building and his Rumanian Trade Delegation, when he visited the company's factories in the Isle of Wight during February.

LEFT: Mr. W. R. P. King, chairman of the Birmingham Chamber of Commerce Far East Executive Committee who led a successful three week tour of Thailand, the Philippines and Hong Kong, last October, is seen here shaking hands with Mr. Marcelo S. Balabat, Secretary Commerce and Industry, in the Philippines. Mr. Ryers Jun., president of the Philippine Chamber of Commerce is in the centre. The mission booked orders to a value of some £$\frac{1}{2}$ million and took inquiries for goods worth £2$\frac{3}{4}$ million.

Members of the trade mission organized by the Clothing Export Council leaving Heathrow Airport on January 27, on the first leg of their selling tour of Montreal, Toronto and New York. *(Picture, courtesy of 'Style Weekly')*



ABOVE: Members of the Association of the British Pharmaceutical Industry at the offices of Sankyo Company in Tokyo, in May 1967.

LEFT: Some of the fashions shown by the London Fur Fashion Export Group on its first 1968 selling mission—which started on March 15, and involved return visits to Stockholm, Copenhagen and Vienna. The furs are Tiger marmot, black and white coney and standard mink by Sidney Hirshorn and Co. Ltd., Saul Sandler and Son Ltd., and H. Lister Furs (1967) Ltd., respectively. Last year the Group secured export orders worth over £550,000.

Zambia's Minister of Works, Mr. Peter Matoka, accompanied by several of his country's top construction experts, paid a ten-day visit to Britain last October on an inward mission sponsored by the Federation of Manufacturers of Construction Equipment and the BNEC.

ON OPPOSITE PAGE (FAR LEFT) Mr. Alexander Goldberg, president of Technion, Israel Institute of Technology, speaking at the opening session of British Scientific Week, at Haifa, last November. L to r. The Hon. Marcus Sieff; Mr. Ze'ev Sharef, Israel's Minister of Commerce and Industry; Mr. Edward Short, Postmaster General and Mr. Michael Haddow, British Ambassador to Israel.

ON OPPOSITE PAGE (LEFT) Mr. W. Connell, technical manager, Mr. G. R. Strachan, director and general manager, and Mr. J. A. Turner, sales manager of John Brown Engineering (Clydebank) Ltd., discussing gas turbines before a visit to Australia and New Zealand last year.

RIGHT: Members of the Birmingham Chamber of Commerce mission to the West Indies last April to May, at a meeting with the Jamaica Chamber of Commerce. This mission gained £130,000 of orders and booked at least £315,000 worth of business.

Inward and outward business missions

Trade missions planned for the next few months include:

Inward

Sponsors and Buyers

Mar 31-April 4	20 delegates from Switzerland – to visit 10 British companies manufacturing hand tools in the Sheffield area.
April 28-May 5	United States Water Effluents group, led by the Deputy Controller of the Federal Water Pollution Control (USA) accompanied by a State controller and 4 leading consultants. To visit sites and factories of 14 companies in the United Kingdom.
April 21-27	8 German fashion journalists – to visit Scotland and Yorkshire to see cloth and knitwear (organized by the National Wool Textile Export Corporation).
April 30-May 2	Selected naval officers and attachés for the Naval Navigation Equipment Symposium and Exhibition. Sponsored by EEA in co-ordination with the Ministry of Defence.
April	3 members – paper machinery – to visit the UK from Hungary.
May 5-11	8 Swedish fashion journalists – to see cloth and knitwear produced in Scotland and Yorkshire. (Organized by the National Wool Textile Export Corporation).
May 6-9	About 12 dress fabric buyers from Finland to visit Manchester and London to see British fabric ranges – sponsored by the Textile Council.
May 6-9	About 12 dress fabric buyers from Italy to visit London and Manchester to see British fabric ranges – sponsored by the Textile Council.
May 13-24	15 gauge and tool users from Czechoslovakia to visit the UK – sponsored by the Gauge & Tool Makers Association.
May 15-19	30 delegates from Holland, Belgium and Switzerland to attend a Book Development Symposium and several publishing companies – sponsored by the Book Development Council.
May 17-25	30 potential poultry equipment distributors, agents and users from Canada to visit 20 companies – sponsored by BAEC.
May 19-25	8 European journalists to visit approximately 10 companies in the electronic computer fields – sponsored by EEA.
May	6 delegates from Spain to visit 9 UK firms manufacturing postal equipment – sponsored by British Postal Equipment Engineers Association.
May	Laundry machinery mission from France to visit the UK – sponsored by SLEAT.
June 24-July 3	10 visitors from Yugoslavia, managers of Kombinats, to visit the Royal Show and companies involved in agricultural equipment manufacture, livestock, breeding and food processing plant – sponsored by BAEC, AEA and the Food Manufacturers Association.
June 24-July 3	6 visitors from Italy, Spain and Greece to see members of livestock breed societies – sponsored by BAEC.

Outward

Sponsors and Sellers

Mar 31-April 10	London Chamber of Commerce – 16 members, to sell chemicals machine tools, electrical and engineering products in Greece.
April 1-May 1	Building Materials Export Group – to Saudi Arabia, Persian Gulf and Kuwait.
April 1-5	Birmingham Chamber of Commerce and Industry – 21 members to sell tableware, confectionery, machinery and fractional horsepower motors in Denmark.
April 7-11	National Leathergoods and Saddlery Manufacturers' Association and British Jewellery Association – 13 members of he British Leathergoods Manufacturers' Association and 30 members of the British Jewellery Association, to display jewellery, silverware, giftware, luggage, ladies' handbags and leather goods in Stockholm, in preparation for the British Week.
April 8-12	Northamption and County Chamber of Commerce – to Russia.
April 14-May 9	Book Development Council – to Australia.
April 20-27	Birmingham Chamber of Commerce and Industry – 25 members to sell packaging equipment, office accessories, service tools, mouldings, air compressors, in South Africa.
April 21-May 6	Slough Chamber of Commerce – to USA.
April 22-26	The Irish Linen Guild – 16 members to sell domestic and contract Irish linen and linen blends in Sweden (in preparation for the British Week in Stockholm).
April 22-26	London Fur Fashion Export Group – 10 members to sell made-up furs in Switzerland.
Apr 27-May 17	Development Corporation for Wales – to Canada and USA.
Apr 27-May 23	Birmingham Chamber of Commerce and Industry – to Tunisia, Libya, Saudi Arabia, Cyprus and Morocco.
Apr 29-May 12	Council of British Manufacturers of Petroleum Equipment – to Mexico.
April	London Chamber of Commerce – to Poland.
May 2-June 2	City of Westminster Chamber of Commerce – to Australia.
May 4-18	Engineering Industries Association – 12 members, to sell machine tools, drills, gauges, valves, switches and pumps, in South Africa.
May 4-22	Birmingham Chamber of Commerce and Industry – to USA.
May 5-11	Glasgow Chamber of Commerce – to sell conveyor belts, agricultural machinery, knitwear and mining equipment in Poland.
May 6-15	Dundee Chamber of Commerce – a mixed group, to sell micro-components, furnishing fabrics, metal alloys, kilts and horticultural products in Belgium and Holland.
May 11-17	United Kingdom Cutlery and Silverware Manufacturers' Association – 7 members from Sheffield to sell in Sweden.
May 11-30	Agricultural Engineers Association Ltd. – to assist markets for farm machinery in Zambia, Malawi and Tanzania.
May 25-June 3	Birmingham Chamber of Commerce and Industry – to Canada.
May 25-June 14	Scottish Export Committee – to Canada.
May 26-June 1	Engineering Industries Association – 10 members to Denmark as part of Danish Trade Drive.
June 3-20	Glasgow Chamber of Commerce – to USA and Canada.
June 17-28	British Plastics Federation – to Russia.
June	Bristol and West Exporters Club – to USA and Canada.
June	Silk and Man-Made Fibre Users' Association to Canada and USA.

TRADE MISSIONS MEAN MAN-TO-MAN CONTACT WITH OVERSEAS BUYERS—*Continued*

Development of trade with Eastern European markets shows promise from last year's missions. GUS Footwear Ltd. had an immediate order for £150,000 worth of ladies' bootees in Moscow as a result of participation in a Leicester Chamber of Commerce visit to the Soviet Union last September; one firm represented on a Slough and District Chamber mission to Bucharest last April received an order for £50,000 within a few days of its return. In May the previous year a Burnley Chamber mission to Moscow brought back orders worth £11,000 for the first year and for £250,000 for the second year.

Inward missions have so far received less support from industry, though they, too, have produced encouraging results. Three typical 1967 examples can be quoted. A party invited from a number of Commonwealth countries to visit manufacturers of agricultural equipment resulted in orders worth £60,000 from Pakistan and further orders are expected from Ceylon and Uganda. Two inward missions of furniture buyers from European countries more than paid for the cost of their visit with orders for several thousand pounds' worth of goods. Portuguese farmers interested in livestock were invited to Britain, and as a result of their inspection of livestock on the land, beasts were purchased immediately. These sales, together with others for cattle semen brought in further orders, with more expected. For the British firms involved, inward missions are cheaper to organize than outward visits and have the advantage that the customer can see products not only in manufacture but in actual use.

Both types of mission brings in orders and sales; both receive up to 50 per cent financial support when approved. Precise information on the necessary procedure for organizing a mission is contained in a BNEC pamphlet: 'Trade Missions Do's and Dont's', available free from the British National Export Council (Publications Department), 6-14 Dean Farrar Street, London, S.W.1 (Tel. 930 3121). A new 1968 edition is in preparation.

The London Chamber trade mission to Zambia and Malawi in August 1966. Visiting a tricky market at a difficult time, the mission, led by Mr. W. M. Robson of Booker Brothers, won orders worth £500,000.

Metal working machine tools, orders and deliveries in January

THE MINISTRY OF TECHNOLOGY have made the following addition to the machine tools deliveries and orders figures given in last week's issue of the *Journal* (page 844).

Numerically-controlled machine tools

Table 3 gives figures for deliveries and orders for numerically-controlled machine tools up to the third quarter of 1967. In this quarter deliveries were slightly higher than in the previous quarter by number, but more than half as much again by value, resuming the long-term trend, temporarily reversed in the deliveries for the second quarter, but shown clearly in the trend of orders, towards larger and more sophisticated machines of a higher unit value. Export deliveries trebled in value terms and now reflect the high level of orders in the last two years. Total new orders received were below the exceptionally high second quarter level, but were higher than in the same quarter of 1966, even allowing for the increased coverage. New orders for export in this quarter were, however, lower than in the third quarter of 1966, perhaps reflecting the very high intake in the previous quarter of 1967, which raised export orders on hand by almost £2 million, probably almost doubling them.

Numerically controlled metal working machine tools

Quarter	Deliveries during the quarter			New Orders Received during the quarter			
	Total		For Export	Total		For Export	
	No.	Value £'000	Value £'000	No.	Value £'000	No.	Value £'000
1965 4th quarter	56	691	123	94	1,246	16	168
1966 1st quarter	58	698	25	111	1,568	33	502
2nd quarter	90	973	137	135	1,756	51	801
3rd quarter	82	930	296	104	1,636	31	742
4th quarter	87	1,102	240	82	1,414	16	329
Year . .	317	3,703	698	432	6,374	131	2,374
1967 1st quarter*	93	1,324	322	89	1,745	12	509
2nd quarter*	112	1,385	308	124	3,612	36	2,138
3rd quarter	114	2,172	936	121	2,473	23	510
4th quarter							

* Revised.

NOTE:
(1) The 1965/6 figures cannot be directly compared with 1967 as the coverage of the industry is now more complete (possibly by as much as 10-15 per cent).
(2) Figures for 1967 are subject to further revision.

Simultaneous interpreting being used in an export sales training scheme. At a 15-day training course at their Tractor and Equipment Training Centre at Boreham, Essex, the Ford Motor Company introduced the technique to some 130 French sales trainees. The scheme is the latest step in the Ford £225 million Export Programme for 1968. Facilities for this operation, believed to be the first-ever in the agricultural equipment training field, were supplied by Technical Linguists International, of London.

British holiday pattern in 1967

BRITISH PEOPLE took a total of more than 35 million holidays in 1967. More than 30 million of these holidays were taken in Britain and just over five million were spent abroad.

These facts are revealed by the results of a special survey carried out at the end of last year by the British Travel Association. The survey showed that the total number of holidays remained roughly the same as in 1966, and the total holiday spending, including fare expenditure, by Britons in 1967 reached a figure of £860 million.

Of this, £560 million was spent in Britain (£10 million more than in 1966) and £300 million was spent abroad (about £20 million less than in 1966).

Most popular holiday region in Britain was again the South West, which attracted a fifth of all main holidaymakers. Next came the South, drawing 15 per cent, Wales (12 per cent), Scotland (12 per cent), the North West (12 per cent), the South East (10 per cent), the East (9 per cent), the North and North East (9 per cent), the Midlands (7 per cent) and London (4 per cent). Some holidaymakers stayed in more than one region.

The South West was also the most popular region among people taking second holidays – in fact, it captured 20 per cent of the additional holiday market. The North West was next most popular, with 15 per cent of additional holidays. Both these regions substantially increased their additional holiday traffic shares in 1967.

Average cost of a main holiday in Britain last year remained at the 1966 figure of £19 per person. Average travel party size was 3.2 people, while the average size of group paid for was 2.7 people.

Car traffic

Holiday car traffic reached a record proportion of 67 per cent of all main holidays in 1967, compared with 65 per cent in 1966 and 60 per cent in 1965.

Eighteen per cent of main holidaymakers travelled to their destination by bus or coach, and 16 per cent by rail.

Unlicensed hotels, guest- and boarding-houses attracted 24 per cent of all main holidaymakers in 1967, and licensed hotels catered for 15 per cent. Just under a quarter stayed at the homes of friends or relatives.

The less formal types of accommodation – caravans (15 per cent), rented flats and villas (10 per cent) holiday camps (7 per cent), camping (4 per cent) – were used altogether by more than a third of all main holidaymakers.

Average length of holidays abroad was just over two weeks (14.3 nights), although holidaymakers taking their cars with them from Britain stayed an average of just over 16 nights.

Average cost of a holiday abroad in 1967 was £57, including fares, compared with £59 in 1966. Average travel party size was three people. Average size of group paid for was 2.1 people.

The survey showed that, for the first time, one-half of all overseas holidays last year were 'package' or 'inclusive'.

In 1967 54 per cent of Britons holidaying abroad travelled by air, compared with 52 per cent in 1966 and 40 per cent in 1960.

Thirty-five per cent of Britons holidaying abroad last year travelled by car. Nearly two-thirds of these motoring holidaymakers took their cars with them from Britain.

Most popular destination countries abroad among holidaying Britons last year were, in order: Spain (24 per cent), Italy (14 per cent), and France (13 per cent). Next, in order, came the Republic of Ireland, Austria, Switzerland and Germany.

A British Travel Association spokesman said the survey showed that 58 per cent of Britain's adult population took a holiday away from home last year. Forty-nine per cent spent a holiday in Britain, 2 per cent went to Ireland and 8 per cent outside the British Isles. Some people took holidays both in Britain and abroad.

He said the annual level of adult holidaytaking had remained constant at, or just under, 60 per cent since 1960.

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade **Statistics and Market Intelligence Library** *at Hillgate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library of over 85,000 volumes. It has a reading-room for visitors and provides a document-copying service. There are trade directories covering 150 countries and an expanding collection of trade catalogues of foreign manufacturers. A brochure describing the library's services more fully is available on request.*

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Production in the cotton and wool textile industries

Output of the wool textile industry

THE VOLUME of production in the wool textile industry in January was 1 per cent more than in January 1967.

Statistics issued by the Wool Industry Bureau of Statistics show that, when allowance is made for the length of the working month, the rates of delivery of worsted yarn and woven fabrics (excluding blankets) were 2 per cent and 1 per cent less respectively than in January 1967. The rate of production of wool and hair tops was 5 per cent less and of man-made fibre tops 16 per cent more.

Output of the wool textile industry

	Consumption	Production			Deliveries			
	Raw wool (clean weight)	Tops		Woollen yarn (a)	Worsted yarn	Woven fabrics (excluding blankets) (b)		Blankets (a)
		Wool and hair	Man-made fibres			Woollen	Worsted	
Quarterly average	Million lb.					Million sq. yds.		
1963	114·5	76·0	10·5	78·3	59·9	44·2	37·2	8·8
1964	104·6	66·3	14·2	81·5	58·3	44·3	37·1	8·2
1965	100·7	61·9	14·3	80·4	56·9	43·8	36·9	8·2
1966	97·0	57·4	15·7	78·7	55·2	42·1	33·5	7·6
1967	90·0	50·8	15·2	76·1	49·4	40·8	32·8	7·2
1966 1st qtr.	104·9	63·4	15·6	83·7	59·8	41·9	37·8	8·1
2nd qtr.	102·1	60·1	15·7	81·8	57·1	42·4	31·7	6·3
3rd qtr.	87·8	53·0	15·2	69·8	50·4	41·9	29·9	7·1
4th qtr.	93·3	53·3	16·4	79·5	53·6	42·2	34·5	9·1
1967 1st qtr.	94·5	56·4	14·4	77·1	50·5	39·1	35·2	7·0
2nd qtr.	96·7	55·6	15·8	80·1	51·7	42·6	33·4	5·6
3rd qtr.	76·6	43·0	14·0	65·7	44·0	39·5	28·3	6·8
4th qtr.	92·3	48·1	16·7	81·4	51·4	42·0	34·3	9·4
1966 Nov.	32·4	19·0	5·8	27·3	19·1	14·9	12·4	3·2
Dec.	28·9	16·2	4·7	24·7	16·0	12·4	10·6	2·7
1967 Jan.	31·9	19·2	5·0	25·9	17·8	13·7	12·0	2·7
1967 Nov.	32·6	17·3	5·8	28·7	18·9	14·8	12·2	3·3
Dec.	29·0	15·5	5·4	24·7	15·0	12·3	10·2	3·0
1968 Jan.	34·7	19·1	6·1	29·0	18·2	14·1	12·5	3·3

(a) Estimated. (b) Woven woollen fabrics include fabrics which are mainly woollen by weight of components and, similarly, woven worsted fabrics include fabrics which are mainly worsted by weight of components.

Output of the cotton industry

THE VOLUME of production in the cotton industry (including the processing of continuous filament yarns of man-made fibres) in January was 3 per cent less than in January 1967.

Statistics issued by the Textile Council show that in January the amount of cloth woven was 9 per cent less than in the corresponding month last year. Production of single yarn was 6 per cent less and the amount of yarn doubled 2 per cent less.

Production in the cotton industry

(all figures are weekly averages)

	Single yarn (a)		Doubled yarn		Processed filament yarn	Woven cloth	
	Cotton yarn (b)	Spun man-made fibre yarns and mixture yarn, inc. waste	Cotton yarn	Other	Textured yarn (c)	Cotton	Man-made fibre and mixtures
	Million lb.					Million lin. yds.	
1963	9·40	2·44	2·53	2·06	..	19·5	10·8
1964†	9·58	2·76	2·57	2·26	0·77	19·5	11·5
1965	9·32	2·74	2·53	2·31	0·91	19·5	12·0
1966	8·77	2·62	2·37	2·12	1·20	17·6	11·9
1967	7·38	2·40	2·08	2·02	1·51	14·3	10·2
1967 January	8·37	2·54	2·32	2·03	1·33	16·6	11·3
February	8·35	2·44	2·31	2·09	1·44	16·5	11·4
March*	7·29	2·15	2·10	1·93	1·34	14·2	10·0
April	8·06	2·49	2·24	2·24	1·48	15·6	10·9
May*	7·86	2·53	2·16	2·13	1·37	14·5	10·6
June	5·80	2·08	1·71	1·69	1·50	14·4	10·3
July	6·28	1·95	1·85	1·96	1·21	8·6	7·5
August*	7·22	2·51	1·92	2·00	1·13	14·4	9·8
September	6·36	2·22	1·91	1·86	1·71	13·0	9·2
October	7·93	2·67	2·22	2·23	1·90	15·3	10·8
November*	7·96	2·73	2·26	2·15	1·78	15·3	10·9
December	6·86	2·43	1·92	1·93	1·99	13·3	9·4
1968 January*	7·49	2·74	2·09	2·18	1·81	14·7	10·9

(a) Spun in the cotton industry. (b) Including yarns wholly of cotton and of cotton waste' cotton yarns spun on condenser system and mixture yarns of cotton and cotton waste (c) Deliveries. *Average of 5 weeks. †53-week period.

Orders in the textile and clothing industries

NET NEW ORDERS received by the textile and clothing industries in the three months ending January were 8 per cent more than in the three previous months, most of the increase occurring in December. Comparing the same two periods, deliveries rose by 3 per cent. The level of order books at the end of January was 9 per cent higher than at the end of October.

The above comparisons are based on the seasonally adjusted series in the accompanying table.

Textile and clothing industries (a)

Index numbers of the volume of total orders and deliveries (b)

	Orders-on-hand (end of period)		Net new orders		Deliveries	
	April 1959 = 100		Average 1959 deliveries = 100		Average 1959 deliveries = 100	
1960	136		103		103	
1961	104		91		99	
1962	100		92		93	
1963	117		100		95	
1964	124		99		98	
1965	121		98		99	
1966	105		92		97	
1967*	114		93		91	
	Unadjusted	Seasonally adjusted	Unadjusted	Seasonally adjusted	Unadjusted	Seasonally adjusted
1965 1st quarter	121	122	97	96	99	97
2nd quarter	127	123	102	101	97	99
3rd quarter	117	124	87	100	95	100
4th quarter	121	121	107	93	103	98
1966 1st quarter	122	122	100	100	101	99
2nd quarter	127	124	102	100	97	99
3rd quarter	109	115	75	86	92	96
4th quarter	105	105	93	84	97	93
1967 1st quarter	104	104	89	92	90	91
2nd quarter	107	104	93	89	90	89
3rd quarter	100	106	81	93	88	91
4th quarter*	114	114	109	99	96	93
1966 November	107	104	104	83	101	92
December	105	105	78	92	85	93
1967 January	105	104	86	92	85	90
February	105	105	97	94	97	92
March	104	104	86	90	88	91
April	106	105	99	91	94	88
May	108	106	92	87	85	87
June	107	104	89	88	92	93
July	102	102	72	87	85	94
August	100	103	74	95	80	90
September	100	106	97	98	98	90
October*	103	105	111	89	101	90
November*	112	108	121	96	99	91
December*	114	114	96	112	89	97
1968 January*	115	114	89	96	87	91

(a) Wool, hosiery (and other knitted goods), made-up clothing and the spinning, weaving and merchant converting sections of the cotton and man-made fibre industries.
(b) At constant (average 1958) prices.
*Provisional.

Advertisement of Company Meeting.

NATIONAL AND GRINDLAYS BANK LIMITED

Extracts from the Statement by the Chairman

THE RT. HON. LORD ALDINGTON, P.C., K.C.M.G., C.B.E., D.S.O

Relating to the Accounts to be submitted to the Annual General Meeting to be held on the twenty-third day of April Nineteen hundred and sixty-eight.

Once again I want to start by asking you to join with me in a tribute to our Management and Staff. The consolidated net profit shows a welcome improvement on the previous year, but in achieving this successful result our Management in London and our Staff overseas had to face in unusual degree the problems of our fast expansion in East Africa and Zambia, nation-wide debate on the future of banking in India, expensive money in Pakistan, personal danger and civic disruption in Aden and the devaluation of the pound sterling, as well as the normal difficulties of overseas banks in developing countries.

The figure of the consolidated profit at £1,390,000 has been reached in accordance with our usual practice and after deducting from the total business profit, taxation, depreciation for premises, pension fund contributions, provision for bad debts, share of profits due to minority interests, and an appropriate transfer to inner reserves.

I can best summarize the performance of the year as follows. First in the high taxation countries: in India a good result in line with the expansion of deposits at branches; Pakistan a less good year for us; in Ceylon satisfactory results in prevailing circumstances; of the other overseas countries the profits of Kenya were lower than in 1966 principally because of the loss of the Central Government accounts, but also because of the cost of fast expansion; in Uganda profitability recovered in the second part of the year but the business there was also expanding and new branches are not always immediately profitable; in Zambia the growth of business and profits continues; in Rhodesia there is no change; in Aden results were satisfactory in all the circumstances. In London our business is growing and widening and the profits of the Bank's business in London taken separately from subsidiaries show an increase of over 25 per cent on the previous year. But in considering the year's profits it is misleading to omit the subsidiaries and associated companies in which we have invested something like £4½ million in the last three years. 1967 saw a substantial improvement in earnings from this large investment to an amount already giving a return of over 10 per cent and showing promise of an appropriate further increase.

The table 1 set out below shows you the distribution in the three years 1965, 1966 and 1967 of our net profits after tax as between our branches in Asia, our branches in Africa and our business in London including the profits of subsidiaries.

Percentage of net profits after tax earned in:	1965	1966	1967
Asia	53%	39%	30%
Africa	12%	17%	11%
London including subsidiaries ..	35%	44%	59%
	100%	100%	100%

Taking the 1967 earnings of the Bank by itself, exchange business continues to improve despite the switch in the pattern of trade from our territories, and despite the fall in important commodity prices; net interest earnings were higher than in 1966 but not so high as in 1965, because of the increased cost of interbank money and refinance in most countries, and because savings bank deposits that earn interest, welcome though they are, form a higher proportion of our total deposits. If earnings have grown, so have our expenses; Staff costs rise inexorably, but a well trained and loyal Staff in many places is showing that increased output per man can contain these higher costs.

It has been our practice to credit or debit profits or losses or provisions arising on the alteration in exchange rates to an inner reserve. We have followed this practice for 1967. The losses less profits plus the provisions deemed prudent arising on the devaluation of sterling in November, 1967, amount to less than the profits arising from similar circumstances in previous years, and much less than the transfer made to inner reserves from 1967 trading profits. The devaluation of the pound sterling has enhanced the sterling value of our profits from most of our overseas branches, but not so much as wholly to offset the effect on overseas profit of the 1966 devaluation of the Indian rupee.

It is our normal practice only to take overseas profits into account after remittance. One exception was made to this in 1964 when Ceylon placed a moratorium on the remittance of profits with gradual but much delayed releases following. We have recently concluded an understanding with the Ceylon Government under which upon our granting a sterling loan equivalent to the balance of our unremitted profit the Ceylon Government would release the profit at present held back. This loan will be repaid in seven years, payments being spread over the last four years.

TAXATION

I am glad to say that the total taxation we have provided for 1967 is slightly lower than that provided for 1966 because of certain special accounting factors which affected 1966 even although the effective rate of United Kingdom Corporation Tax has been increased from 40 per cent to 41¼ per cent.

This is the second of the three years in which we enjoy 100 per cent overspill relief under the Finance Act, 1965. According to our estimates this relief has this year again saved us about £250,000.

DIVIDENDS

The Directors decided to recommend to you that the total dividend for 1967 should be 13½ per cent. The first interim of 4¼ per cent was paid in April last and the second interim of 1¼ per cent in October.

Partly because of understandable delays in finalizing the accounts of our Aden branches, we have not been able to complete the publication of our consolidated accounts in time to hold the Annual General Meeting on April 2, the latest date possible for the payment of a final dividend within the current fiscal year. I apologise for this – as I have had to do before when accounts were delayed.

Your directors therefore declared a third interim dividend of 7½ per cent at their meeting on March 5, and since our computer handles the payment very expediously this dividend will have been paid on March 15.

NATIONAL AND GRINDLAYS BANK LIMITED (*continued*)

As in the two previous years it has been necessary for taxation reasons to declare and pay a first interim dividend for 1968 by April 5 this year. If we had not done this we should not qualify for the full amount of overspill relief to which I have referred above. The appropriate amount for this year is 5¼ per cent and this dividend will also have been paid to you on March 15. You will notice that this first interim dividend, the need for which is dictated solely by the Taxation law, has increased in the last two years. As a result shareholders will have been receiving each year an unusually large proportion of their total dividend early in April and a very small payment in the Autumn. Your Directors are therefore proposing this year, unless trading results make it unwise, to pay a second interim in October, 1968, of the same amount as the first interim so that the final dividend paid in April, 1969, in respect of the calendar year 1968 will be correspondingly smaller. Unless the Taxation law is altered it will still be necessary early in April, 1969, to make a substantial first interim dividend payment in respect of the calendar year 1969.

RESERVES

The consolidated balance sheet now shows Reserves under three headings.

First is the General Reserve of the Group which stood last year at £5,100,000. We have appropriated £100,000 from this year's profit and a further £300,000 from inner reserves thus bringing the General Reserve to £5,500,000.

There is, second, a new Reserve designated Capital Reserve which relates to the up-to-date valuation of our premises at home and overseas. On the basis of professional valuations, we estimated in early 1967 that the up-to-date value of our premises was £6,092,000 more than the previous book value, namely cost less amounts written off; this difference is represented by this new Reserve. It is not proposed to use this Reserve for capitalization.

The third part of our published Reserves is the balance of Consolidated Profit and Loss Account. This shows an increase of £113,000 over the year. In the Bank's balance sheet taken separately the Profit and Loss Account shows a small decrease of £20,000.

Our inner reserves have been strengthened during the year by the transfer made before striking net profits for the year and by the appropriation of £150,000 made from the published profits of the year. There have been two further additions: first, we have included in the balance sheet certain investments which were previously held in Suspense Account and have added the market value of these investments to our inner reserves; and second we have put to inner reserves the whole of the compensation which the Tanzanian Government have agreed to pay to us for the nationalization of our business in Tanzania. All this has enabled us to transfer £300,000 to the published Reserves without affecting the rate of steady growth in inner reserves, which are there to deal with the contingencies of overseas banking, wherever they may arise. Full documentation about our lending in Aden branches at the end of 1967 has not yet been received in London because of the strain on our Staff in recent months resulting from the disorders of last year, but we and our Auditors are satisfied that any bad debts not already provided for can be readily absorbed in the inner reserves.

I am enclosing with my Statement this year a rather more comprehensive survey of the principal factors affecting our business in each of the territories in which we operate.

BUSINESS REPORT AND POLICY CONSIDERATIONS

I have explained in recent years the advantage to the Bank of the wide ranging branch network overseas, of the London base and of our international connections. I have also explained the advantage of the inclusion in the Group of the Merchant Bank, Wm. Brandt's Sons & Co. Limited, of the facilities they offer for our customers and of the help they give by broadening our outlook.

We have taken significant steps forward in all these fields.

In 1967 we opened 53 new offices, 28 of which were in Kenya, 17 in Uganda, four in India and four in Zambia. We now have a total of 139 branches and 84 sub-branches overseas. The principal aim of this expansion in the number of offices is to increase the funds we have available for lending in each of these territories. In all developing countries the demand for overdrafts and loans for sound and worthwhile projects is growing year by year. Even in the large port cities of India where there is a highly sophisticated banking system, the opening of a new branch brings forward after a few months a quite substantial addition to bank deposits. The extension of banks to parts of East Africa where they have not been before has produced an important increase in funds available for bank lending. In so far as the majority of these funds may be on Savings Bank Account, the cost of acquiring these additional funds is greater than is usual in Britain, and lending rates have to cover this additional cost, but there is no doubt that a rapid extension of banking facilities as has been seen in East Africa in the last two or three years is very much in the interests of each of these countries – and will lead to greater strength in earning power of this Bank.

As we expand our branch network and extend our services, and as particular countries develop their economies, it seems wise to call on the advice of distinguished men in those countries to assist our territorial managers there. With this in mind we are establishing Adivisory Boards in India and Pakistan and Advisory Committees in Kenya and Uganda. I want to express to you my pleasure and gratitude to those who have agreed to join us in this way, and particularly to Mr. G. R. Kamat, who has honoured us by agreeing to be Chairman of our Indian Advisory Board and to Mr. Ishaat Habibullah, the Chairman of our Pakistan Advisory Board.

Our advisers will not in any way weaken the lines of executive control and responsibility going out from our Chief General Manager in London, nor will they remove in any way the responsibilities of myself and your Board to shareholders, and to the Governments of the countries where we operate. They will add to our knowledge, and our business contacts, and bring us new ideas and support.

This being our attitude we found little difficulty in meeting the wishes of the Finance Minister of India, and the Governor of the Reserve Bank of India that foreign banks should set up Advisory Boards in accordance with certain definite rules. Personally I regret the Indian Government's decision that customers of a bank who themselves borrow from it, or who are directors of companies that borrow from it, may not be members of Advisory Boards. But this is to be the Law for Indian banks and it is right that we should follow. We are the most affected of the foreign banks because we have so very many distinguished customers. But we shall find distinguished men from outside – of this I am sure. The other requirements upon us in connection with Social Control of banks in India have not been difficult and I need not specify them. I very much hope that the wise decision of the Indian Government not to proceed with any form of nationalization of banks in India will prove acceptable to the political forces there. The Social Control measures seems to me to be designed to secure a better understanding between the people and the banks and to make it absolutely clear that banks act in accordance with the Authorities' credit policy and other policies – which we have always sought to do.

STERLING

Nearly every argument about the sterling devaluation has been rehearsed *ad nauseam* since November 18 last. I must, however, refer to one point of particular importance to our Bank: the change in the sterling area.

No one experienced in overseas banking in the Commonwealth would seek to argue that the sterling area has remained the same since 1945. Freedom of movement of funds from India or Pakistan or Ceylon to London has been restricted for many years, and other territories now limit the transfer of surplus funds to London and elsewhere. But movements of funds from London has remained free subject always to credit and borrowing restrictions. The flow of trade to and from many of the Asian and African countries has changed in that trade with Britain now forms a smaller part of their trade than it did before independence. Much of this trade may still be financed through London but not as great a proportion as in earlier days. Their links with Europe and America have grown, and their central banks are bound to increase their interest in currencies other than sterling. But nevertheless it was a surprise to us in November last – and not to us alone – that none of the independent countries of the sterling area in which we bank followed sterling. There were no doubt sound reasons for the individual decisions, but I for one regret the fact that it was not possible to secure a common policy in the sterling area and to retain the advantages of maintaining long established relationships between those currencies. To regret is not to blame.

Exhibitions and Fairs

Hertie Waren und Kaufhaus promotion in Germany

Compatriots from Birmingham, Alderman J. S. Meadows, Lord Mayor of the City, and Pc. H. Hassam, meet at the opening ceremony of the British Week at the Frankfurt branch of the House of Hertie. Birmingham is the 'twin city' of Frankfurt.

THE LARGEST British consumer goods promotion staged in Europe by an individual store was opened in Hamburg last week by Lord Brown, Minister of State, Board of Trade. The Hertie chain is the third largest group in Germany and 48 of their stores in Berlin and other major cities participated in this promotion. With the British National Export Council, the Board of Trade assisted with the organization of the event and supplied the display material on view in the stores.

In his opening speech, Lord Brown warmly welcomed the initiative and goodwill which the famous House of Hertie had displayed in deciding to mount a British Week simultaneously in 48 of their 63 department stores. He said: 'We attach the greatest importance to the regular featuring of British goods in these stores and to the additional interest which this special week is bound to create.

'It is indeed impossible for me to exaggerate the great importance which we in Britain attach to the close and friendly relations, cultural and political as well as commercial, which exist between our two countries. In fact, the dominating factor in our current foreign policy is our heartfelt desire to cement these bonds even more firmly by the immensely practical step of becoming your partner in the European Common Market, a project to which the Federal Republic, I am glad to say, has always given support.'

Performing one of his last official functions before leaving Germany, Sir Frank Roberts, the British Ambassador, opened the Hertie promotion in West Berlin, and, at the invitation of the Group, 12 British Lord Mayors and other civic dignitaries attended the opening ceremonies in the branch situated in the German city twinned with the Lord Mayor's city.

IPA seminar on British Week, Stockholm

ONE OF SWEDEN'S leading creative advertising men, Ernest Graham-Falkirk, who started his career in this country, promises to take a hard look at British export efforts abroad, when he speaks at the seminar 'Getting into Sweden', arranged by the Institute of Practitioners in Advertising on March 28.

The seminar, which will provide background and briefing information to help advertising agencies make full use of the British Week in Stockholm (September 27-October 5), is to be held at the Anglo Belgian Club, London.

Tickets for the seminar at 4 guineas each, including morning coffee, cocktails and buffet lunch, may be obtained from the Deputy Secretary, Institute of Practitioners in Advertising, 44 Belgrave Square, London, S.W.1.

Mrs. Dunwoody to visit Lyons Fair for 'British Day'

MRS. GWYNETH DUNWOODY, Parliamentary Secretary to the Board of Trade, is to visit the Lyons International Trade Fair on Wednesday, March 27, which has been specially designated by the Fair Authorities as 'British Day'.

Britain will again be strongly represented by a wide cross section of industry at this 50th anniversary of the Lyons Fair, which will be open from March 23 to April 1. Under the Board of Trade's 'joint venture' scheme 60 British firms will be exhibiting their products at this major event. In addition two firms will be exhibiting independently and many other British manufacturers will be represented through their agents.

The 'joint venture' displays are being arranged by the Business Equipment Trade Association, the Hardware Manufacturers' Association and the London Chamber of Commerce who will organize three separate groups – mechanical handling, general engineering and gifts and fancy goods. A central feature of the mechanical handling section will be a conveyor belt system for blending materials. This exhibit will be shown jointly by Sortrac Ltd. and Pye Electric Ltd. on a stand covering 800 sq. ft. There will also be a special British section devoted to consumer and consumer durable goods which will include 'joint venture' displays organized by the Scottish Council and the British Electrical and Allied Manufacturers Association. Among the variety of products being shown in this section will be cookers, confectionery, cosmetics, door chimes, stationery, electric hair curlers and whisky. As in previous years, staff from the British Consulate-General in Lyons will man an information stand.

After visiting the various groups of British exhibitors, Mrs. Dunwoody will be guest of honour at a luncheon being given by the fair authorities at which she will make a speech in French replying to an address by the Fair president.

The strong British participation at this Fair is yet another endeavour by British exporters to expand their sales in the Rhone-Alpes region of France where a lively interest in British goods was created by the British Week held in Lyons in October 1966. Since then similar promotions initiated by the cities themselves have been held in Metz and Strasbourg. The next one will be held in Lille from October 11 to 19, 1968.

British instruments industry contingent leaves for Moscow

TWO PLANE LOADS of senior British businessmen and scientists left London Airport last week for Moscow to take part in the largest exhibition of British instrumentation ever mounted outside the United Kingdom.

The exhibition, which includes the most advanced products of the British scientific instruments industry, is being held at Sokolniki Park, Moscow, from March 18 to 27. Programmes of lectures by British experts are being run simultaneously with the exhibition, which has been organized by the Scientific Instruments Manufacturers' Association of Great Britain in collaboration with the Board of Trade.

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Branch is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 *a.m. to* 5.30 *p.m.*

THE British Week

STOCKHOLM

SEPTEMBER 27TH – OCTOBER 5TH 1968

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New ideas with industrial applications at Alexandra Palace

THE RUSSIAN DELEGATION of experts on standards and metrology whose visit to Britain is being organized by the Ministry of Technology, the British Standards Institution and the Scientific Instruments Manufacturers' Association came to Alexandra Palace on March 13 to look at the new ideas on show at the annual Physics Exhibition – ideas which in the main have still to reach the production line. Led by Professor V. V. Boitsov, president of the State Committee for Standardizations, Measures and Measuring Instruments in the USSR, the Russians were one of a number of groups of overseas visitors to the exhibition, most of them coming from Europe. The organizers reported that this year the number of inquiries from overseas visitors was larger than usual – and about equally divided between Government institutions and private industry.

Most of the nineteen highly specialized instruments developed by 10 of the Ministry of Technology's Research Stations and Establishments which were on show at the exhibition have direct industrial applications, and others were research aids which would probably be of indirect benefit to industry.

The Department of Education and Science state that, originally designed to fulfil particular research needs, all the instruments featured by the Agricultural Research Council, the National Institute of Agricultural Engineering and the Medical Research Council have commercial potential, and several have already been taken up by outside firms.

English Electric Valve Company devoted most of their stand space to a demonstration of an EEV Image Isocon TV Camera Tube producing pictures from a scene too dim to be discerned by the naked eye. EEV say that considerable interest has been shown by both Government and broadcasting authorities.

The British Railways Board demonstrated on their stand a simple means of transmitting information relating to track features, such as maximum permissible speed, to trains moving at high speed. Another interesting development was the portable flash X-ray camera invented by Mr. V. T. S. Howell and the subject of a joint development agreement with the NRDC. The camera, which was described on the BBC 1 television programme 'Tomorrow's World', is said to have both industrial and medical applications. For example, in the observation of bone fracture, the short exposure time means that movement of the patient is no longer so serious. It is envisaged, however, that its main uses will be in investigation into high-speed phenomena, such as rotating machinery, explosive studies, projectile penetration, shock waves and ballistic phenomena of all types.

Following the successful development of the Decca Q-Band Solar Radiometer, the first commercially manufactured model of which was recently delivered to the Greek National Observatory at Athens University, Decca Radar Limited has developed an X-Band Solar Radiometer which was on show at the exhibition, and which is used to measure the level of radiation from the sun in the microwave spectrum.

During the exhibition, which was held from March 11 to 14, three lectures were given on the general theme of 'Space Research'. There were also three film-shows, two of an educational character and one with a general interest programme.

Inventions and New Products Exhibition for London

THE INSTITUTE of Patentees and Inventors are to celebrate their 50th anniversary with the staging of the London International Inventions and New Products Exhibition in 1969. The Royal Horticultural Society's Halls in Westminster have been booked for the event, which will take place from January 6-11 next.

Emphasis will be given to the requirement that all exhibits must have 'sound marketable potential' and it is suggested that LINPEX '69 will therefore be of especial interest to industrial and commercial organizations and firms, particularly those with research and development departments.

The Institute of Patentees and Inventors have appointed Business Conferences & Exhibitions Ltd., of Mercury House, Waterloo Road, London, S.E.1 (01-928 3388) as their official organizers, from whom advance brochures are now available.

SUBSCRIPTION AND SALES

Readers are reminded that subscription and sales inquiries should be addressed to HMSO at any of the following addresses: 49 *High Holborn, London, W.C.*1*;* 423 *Oxford St., London, W.*1*;* 13*A Castle St., Edinburgh* 2*; Brazennose St., Manchester* 2*;* 35 *Smallbrook, Ringway, Birmingham* 5*;* 109 *St. Mary St., Cardiff;* 50 *Fairfax St., Bristol* 1*;* 7-11 *Linenhall St., Belfast* 1*; or through any bookseller.*

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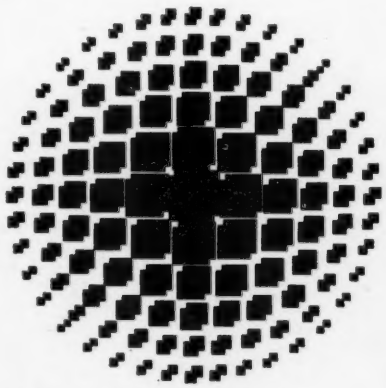

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Strong British participation at Frankfurt Spring Fair

A report from the British Consulate-General, Frankfurt

THE FRANKFURT International Spring Fair took place this year from March 3 to 7 and again attracted very strong British participation throughout its many categories of goods.

The main difference from last year was a vast reshuffle between halls, due to the use for the first time at the Spring Fair of the newly built Hall 5 as the centre for carpets and household textiles. This made for a general relaxation of the space problem, and exhibits this year in all fields were more spaciously set out. This year's net space rose by 23,250 square metres to 93,500. Exhibitors increased from 2,425 to 2,840, of whom 874 were from outside Germany. Britain's share soared to a record 95 direct exhibitors, with a further 19 represented by agents. The usual wide range of merchandise, jewellery, carpets, handicrafts, furniture, textiles and furnishing fabrics, stationery of all types, china and glass, smokers' requisites, shopfittings, basket and wickerwork, musical instruments, toilet articles and cosmetics, fancy goods and gifts of all kinds were on show, together with products of specific countries assembled into special presentations in seven national pavilions.

Amongst the British exhibits were carpets, musical instruments (including pianos), stationery and office requisites, giftware, furnishing fabrics, furniture, china, smokers' requisites, textiles and glassware. This year, in collaboration with the Board of Trade, British trade associations mounted no fewer than five separate joint ventures, showing carpets, pianos, musical instruments, stationery and jewellery, which attracted buyers and agents from all over the world.

The British piano joint venture was visited during his tour of the Fair by the Federal Economics Minister, Dr. Schiller, after he had opened the Fair. All the joint ventures were visited during the course of the Fair by Mr. A. H. Ballantyne, HM Consul-General in Frankfurt, who was again able to observe the successes achieved at this Fair by our exhibitors.

The extra space now afforded to the carpet exhibitors made the British joint venture even more spacious and attractive than before, in a light and airy hall perfectly suited to this category of exhibit. Trade visitors came to this joint venture in large numbers and excellent results were achieved, the carpet manufacturers holding their stake in the German market, while showing considerable increases elsewhere.

Due to the reorganization of the available space at the Fair, the British stationery joint venture, which had been previously in a separate pavilion, was included in the main stationery hall. This year 18 firms exhibited and the trade association manned an information stand. Results were good, especially for EFTA countries, and all exhibitors were satisfied with their participation.

The piano joint venture had also moved from its own pavilion to be with its competitors and had had an exceptionally good participation. Orders were in most cases far better than last year, and in the German market last year's figures had been equalled for short-term buying with the promise of much more repeat business to follow later. One firm exhibited a 'rhythm piano', a normal piano with an electronic device providing the piano with its own rhythm section. Much interest was shown in this instrument. Another firm's 'Minitronic' electronic piano/harpsichord, introduced here last year, had another good showing.

Strong British participation in almost every category of exhibits was one of the features of this year's Frankfurt Fair. Picture shows Dr. Carl Schiller, West German Economics Minister (second from left), talking to Mr. Bertram Evans (left), Secretary of the British Piano Manufacturers' Association, on one of the British manufacturers' stands.

The jewellery joint venture, showing all kinds of gift articles, consisted of firms who are all established exhibitors in Frankfurt, and they repeated their successes of previous years, as indeed did almost all the independent British exhibitors who were showing in nearly all categories. Excellent business was again achieved by fancy goods firms and by china and furniture manufacturers.

Another new joint venture this year was of musical instrument manufacturers, showing instruments of all types from electronic organs to bagpipes. Results appear to have been very good. A slight trend towards musical instruments themselves and away from the need for fantastic amplifying effects seemed to be developing, but Britain's lead on the popular music scene is obviously connected with a thriving industry in ancillaries for the pop group.

Staff of the British Consulate-General again manned the British trade information stand, housed in the Fair's main administration building. A very satisfying number of inquiries, not only on trade, but also on tourism, customs and other aspects of life in Britain, were dealt with on the spot, and trade literature given out to interested visitors. This remains a very useful part of British Fair participation and helps lead buyers, in many cases, quickly to the right British exhibitor in the right place.

Once more, 'third country' business dominated the pattern of British participation. The extra dimensions of this already very important trade fair gave a new impression of space as well as of the usual bustle of business. It is to be hoped that the successes of the British exhibitors here this year will be repeated, by an even greater number, in 1969.

Two wheelers at Amsterdam

A report from the British Embassy, The Hague

THE RAI Two Wheeler Show, held in Amsterdam from February 26 to March 4, was opened by the Burgomaster of Amsterdam, Dr. I. Samkalden.

The number of exhibitors was 110, from the following 15 countries: Britain, Belgium, France, Hungary, Italy, Japan, Yugoslavia, The Netherlands, East Germany, Austria, Czechoslovakia, West Germany, Sweden, Switzerland and the United States. Britain and Japan had national stands. The gross stand area was 18,000 square metres, which was occupied by bicycles, motor cycles, scooters, mopeds, and their parts and accessories.

The British Cycle and Motor Cycle Industries Association Ltd. took part through a joint venture with the Board of Trade in which the following firms participated: BSA Motor Cycles Ltd., Triumph Engineering Co. Ltd., Norton-Villiers Ltd., Reliant Motor Co. Ltd., Greeves Motor Cycles, Godfrey's (Hull) Ltd., Renold Chains Ltd., Berec International Ltd., and Speedwell Gear Case Co. Ltd.

The Triumph Trophy 250 cc and the Norton Commando 750 cc motor cycles were being displayed for the first time. The various exhibitors on the combined British stand were very satisfied with the interest being shown in their products, although the market for heavy motor cycles remains very slack in this country owing to the competition of the small motor cars. The prevailing interest is in the light and medium ranges, i.e. 125 cc to 250 cc. The total number of motor cycles in the Netherlands decreased from 84,000 in 1963 to 60,000 in 1967, and this trend continues. Scooters are facing a similar decline and went down from 71,000 to 60,000 over the same period, while on the other hand light motorized transport mopeds, which are very popular here, went up from 1,340,000 to 1,720,000. Bicycles, however, still enjoy the largest share in the two wheeler transport market, and their numbers increased

HE Sir Peter Garran, British Ambassador at The Hague (right) tries out his skill in the traffic instruction area at the RAI Two Wheeler Show, Amsterdam.

Buyers look over British toys on the Chad Valley stand at the Montreal Toy Fair. Twenty-two British manufacturers exhibited at the show, which was visited by about 2,000 buyers, jobbers and retailers. A report appeared in last week's issue of the Journal.

from 5,000,000 to 7,000,000. In this last category the folding bicycle, now called the mini bicycle, is making steady progress on the market. Although the original idea to introduce it as auxiliary transport for motorists failed, it is now finding increasing application as a family two wheeler, since it can be easily adapted to the size of various persons and because of this is found quite useful as transport in addition to the family motor car, especially for short trips.

Together with the two wheeler exhibits, there were a number of attractions for teenagers and young people in their twenties. These included a beat band which performed during certain hours of the afternoons and evenings, and during intermissions a disco bar would play records on request, while at other times popular local pop artists would sign their own records.

Visitors could do their own painting in a 'paint-in' under the supervision of three professional artists. Furthermore, there were boutiques including one on the theme of cycling and fashion, a soft drink bar and stands with leather clothing, cosmetics, flowers and plants, and magazines for the younger cyclists and motor cyclists.

Another attraction was a traffic instruction area where people could ride a bicycle and were invited to interpret and record on a form various traffic situations which they met en route. Their performance could be compared with the official instructions afterwards.

Other exhibition features were an information centre for the retail trade in two wheelers covering such aspects as sales service and advertising.

The Netherlands Veteran Motor Cycle Club exhibited a number of its old machines, including a 1920 Triumph 500 cc, and a 1927 BSA 350 cc.

Stand design and lay-out were spacious and in some cases imaginative. The design of the combined British stand attracted special comment. As usual the organization of the RAI authorities and the services they provided were extremely good.

The number of visitors was 75,000, but as the length of the exhibition was shorter this time than in previous years, an accurate comparison with the number of visitors to the 1966 two wheeler show could not be made. The average number of visitors per day, however, was higher than in 1966.

'Washable shrink resistance' for Woolmark knitwear

FOLLOWING the announcement by the International Wool Secretariat that from September 1 wool knitwear carrying the Woolmark will possess safely washable shrink resistance, parties of retailers are now visiting Wool House, London, to see a special exhibition, open until the end of May, highlighting the importance of these developments to retailers and their customers and showing examples of pure new wool machine knitwear, treated and untreated and before and after washing. All Woolmark knitwear, except for certain categories which cannot easily be made washable, produced by Woolmark licensees on and after March 1 for retail sale from September 1 must now be in accordance with mandatory washability standards introduced by the IWS. A new Woolmark sew-in label will identify the knitwear.

The British Dealers' Section of Interpex, the New York International Stamp and Coin Show, attracted crowds of visitors. Sixteen British philatelic firms and the GPO took part in a joint venture between the Philatelic Traders' Society and the Board of Trade.

Overseas Trade and Exports

Australia: Change in the procedure for waiver of British Preference

Under the Australian Customs Tariff, an importer who can show that the goods he requires are not made in Australia, can broadly speaking obtain waiver of the protective rate of duty. The goods then enter under Item 19 of the Second Schedule, at General – 7½ per cent: British Preferential – free. If he can further show that the goods are not made in the United Kingdom, he can obtain waiver of the preferential duty also. The goods then enter under Item 20, duty free from all sources.

The Australian Customs are trying to reduce to a minimum the number of cases handled individually. They have recently published in respect of Item 19 a list of goods where there is known to be no Australian production, and on which the importer may secure waiver of the protective rate of duty without special application to Australian Customs. The British Government have agreed that the list should shortly be extended to Item 20 also. The following article explains how the new procedure will work. It will have some advantages for British exporters in enabling a much closer watch to be kept that our preference is not waived on goods which are available from this country. It should be noted, however, that the responsibility for this will now rest on industry itself.

Present procedure

The essentials of the Australian waiver procedure are simple.

Applications for entry at concessional rates of duty are referred to the Australian Customs, who first investigate whether suitably equivalent goods are reasonably available from Australian industry. If they are, the application is refused and the importer is required to pay the full protective rate of duty. But if equivalent goods are not manufactured in Australia the importer can import the goods under Item 19 at non-protective rates, i.e. General – 7½ per cent: British Preferential – free.

If the importer also seeks waiver of the 7½ per cent margin of preference, the application is referred, in accordance with the United Kingdom/Australia Trade Agreement, to the Board of Trade in London, who consult British industry through production departments. If equivalent goods are available, the Board advise the Australian Customs to refuse the application; if not, the waiver is conceded.

The terms under which the Board concede waiver vary. If there is a possibility that United Kingdom production will soon become available, waivers are conceded 'in this instance only', and further applications are handled individually. If, however, United Kingdom production is unlikely to become available for some time, a waiver of general application is accorded either as a Standing By-law (published in the Australian Tariff as authority for imports to be made at concessional rates without further reference to Customs and identifiable by code number 700 which distinguishes them from Item 19 admissions) or as a period waiver (under which the Australian Customs use their own discretion in admitting identical goods at concessional rates for a given period, usually a year, without further reference to the Board).

In the case of a period waiver there are no arrangements for review and each lapses as soon as its term expires. In the case of Standing By-laws, which are of indefinite validity, the Board's present practice is periodically to seek confirmation from industry that the goods referred to have not become available in the United Kingdom. If they have, Australian Customs are asked to cancel the By-law.

Change

In order to reduce the number of cases handled on an individual basis, and so simplify administration, the Australian Government have decided to publish certain of the period waivers, to be known as Supplementary By-laws, in a separate list in loose-leaf form as a guide to importers of what they can expect to import at concessional rates. In this sector, the Australian importer need make no application, but as with Standing By-laws, may count on obtaining waiver on clearing the goods.

The first Supplementary By-laws, all relating to Item 19 only, were published on December 4, 1967. The Board will very shortly receive the first draft entries relating to Item 20, and will be consulting production departments and industry in the normal way. Several weeks, may, therefore, elapse before any agreed Item 20 entries are published.

Significance for British industry

The main point for industry to watch is the procedure for amendment and cancellation of Standing and Supplementary By-laws.

The new Supplementary By-laws will be too numerous for production departments to undertake a periodic review of each one, as they do at present with Standing By-laws. In future the Board will follow the system followed by the Australian Customs with Australian industry; i.e., they will rely on notification from industry if goods covered by a Supplementary or Standing By-law subsequently become available.

The Standing By-laws appear in the Customs By-laws part of the Australian Customs Tariff. The Supplementary By-law Advice List is a separate publication. Both the Tariff and the List are obtainable from the Office of the High Commissioner for Australia, Australia House, Strand, London, W.C.2, at a cost of £2 and 18s. 9d. respectively, with an additional annual fee to cover the cost of subsequent amendment sheets.

However, many companies and associations will naturally find it not worth while holding these publications. To assist them in keeping Standing and Supplementary By-laws under review, copies will be kept up to date and be available for inspection at the Board of Trade's Regional Offices and its Export Services Branch (Tariff Section). Australia House, the Board of Trade Waiver Section at the address given below and production departments will also hold copies. Trade associations will be able to advise a

company of the address of the appropriate production department if this is not already known.

The advantage of introducing the new Supplementary By-laws is that, compared with Standing By-laws, they will be open to much more rapid amendment and cancellation to take account of changes in Australian and United Kingdom production. (The change will, of course, apply to only a small proportion of the total import at concessional rates.)

If, on inspection of the Standing and Supplementary By-laws, a company decides that it can supply suitably equivalent goods to those mentioned in either publication it should immediately notify the appropriate production department or the Waiver Section quoting the Tariff Item and/or file number shown in the List. If the company can establish its case, the Australian Customs will amend or cancel the entries.

It is, therefore, extremely important that companies together with their representatives or subsidiaries in Australia, should check regularly and thoroughly the Standing and Supplementary By-laws currently in force. From now on the Board will have to rely on them doing so. Reminders will appear regularly in the *Journal*.

Inquiries

Any inquiries arising from this article should be addressed to the Board of Trade, Waiver Section, CRE 2, Sanctuary Buildings, Great Smith Street, London, S.W.1 (Tel. 01-222 7877, Ext. 3601).

TRADE AND FINANCIAL ARRANGEMENTS

France and the United Kingdom

THE ANGLO-FRENCH Commercial Arrangement of February 6, 1960, has been extended for a further year from January 1, 1968. Details of the quota arrangements covering the export of British goods into France and French Overseas Departments and Territories are shown in lists I and II below.

I. Quotas for imports into Metropolitan France from the United Kingdom

Tariff Nos.	Quota No.	Description	Quota
Ex 03-01	1	Fish, fresh or frozen	£80,000
03-02 B (II) (a) ex 2	2	Smoked fillets of cod	£100,000
06-02 C (II) (b) (2)	4	Hothouse and greenhouse plants	£5,000
Ex 06-03	5	Cut flowers	60 tons
Ex 15-07, ex 16-04, 17-02 F, 20-01, ex 20-02, ex 20-06, ex 21-07	7	Products of the food industry	£32,000
ex 20-04, ex 20-05, ex 20-06	14	Mincemeat and lemon curd	£10,000 (UK)
Ex 20-05	15	Jams	£10,000 (UK)
Ex 20-05	15 bis	Marmalade made from citrus fruit or ginger	£85,000 (UK)
20-07 A, ex B	16	Fruit juices	£1,500 (UK)
Ex 21-01, Ex 21-07	17	Fruit and other essences	£10,200 (UK)
22-09 ex (I)	18	Rum	£2,400 (UK)
Ex 23-07	19	Animal feeding stuffs with a base of whale protein and pet foods	£60,000
38-14 B (I)	21	Oil additives	£150,000
85-15 C (II) ex (a)	37	Assemblies of pieces forming parts of radio-electric apparatus and containing crystal diodes, triodes or other crystal valves including transistors	£8,000 (PA)
Ex 88-02	42	Light aircraft	£100,000
89-01 B ex 1	43	Light boats and replacement parts	£250,000
Various	53	Miscellaneous	£220,000

Notes: The letters UK after a quota indicate that it is administered in the United Kingdom. PA = Possibilite d'augmentation (i.e. an increase will be considered if necessary).

II. Quotas for imports from the United Kingdom into French Overseas Departments and Territories

Description and tariff numbers	Quota
Printed cotton textiles into New Caledonia 55-09 A (a)	£10,000
Miscellaneous into Overseas Territories	£40,000
Biscuits into Reunion 19-07 ex A	£6,000
Miscellaneous into Overseas Departments	£25,000

Quota No. 43 was opened on January 13, 1968 (see page 277 of the *Board of Trade Journal* of January 26, 1968). Quotas Nos. 1 and 2 in Table I have recently been opened, and details are given in a separate notice on page 940. It is understood that the French authorities have begun to process licence applications for the other quotas. A further notice will be published when the quotas are formally opened.

Finland and Bulgaria

A LONG TERM Trade Agreement between Finland and Bulgaria covering the period January 1, 1968, to December 31, 1972, together with a trade protocol establishing quotas for 1968, were signed in Sofia on October 4.

Details of the Agreement and quotas are available. All inquiries relating to this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Room E57, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 466/467).

Double taxation

Australia, Fiji, Brunei, Gilbert and Ellice Islands

THE BOARD OF INLAND REVENUE announce that the following Orders in Council relating to Double Taxation Agreements were made on March 4, 1968:

Australia (Statutory Instrument 1968, No. 305)
Fiji (Statutory Instrument 1968, No. 308)
Brunei (Statutory Instrument 1968, No. 306)
Gilbert and Ellice Islands Colony (Statutory Instrument 1968, No. 309

Faroe Islands

The arrangements extending to the Faroe Islands the provisions of the Protocol (SI 1967 No. 163) modifying Article XVII of the Double Taxation Convention between the United Kingdom and Denmark have now been published as the Schedule to an Order in Council numbered SI 1968, No. 306.

Italy (Death Duties)

The Double Taxation Convention with Italy relating to duties on the estates of deceased persons came into force on February 9, 1968, and has now been published as the Schedule to an Order in Council numbered SI 1968, No. 304.

Dominica

The Agreement amending the Arrangement made with Dominica in 1949 was signed in Roseau on March 7. The text will shortly be published as a Schedule to a draft Order in Council.

Cyprus

THE Agreement amending the Arrangement made with Cyprus in 1947 was signed in Nicosia on March 7. The text will shortly be published as a Schedule to a draft Order in Council.

Finland

DISCUSSIONS have taken place in Helsinki about a revision of the double taxation convention between Finland and the United Kingdom. Agreement was reached at the official level and the text of a new convention will be submitted to Governments for approval.

Norway

DISCUSSIONS have taken place in Oslo about a revision of the double taxation convention between Norway and the United Kingdom. Agreement was reached at the official level, and the text of a new convention will be submitted to Governments for approval.

Information for exporters

Brief details are given below of some of the Calls for Tender reported in recent issues of the **Export Service Bulletin.**†

For further information contact Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 404 and 406. Telex 886143 AB: Bothillgate, Ldn.). Quote country, commodity and E.S.B. reference number. The date given is the closing date and refers to the current year unless otherwise indicated. An asterisk implies that tender documents are available on loan. The number in brackets is that of the Bulletin in which the inquiry appeared. Copies of these Bulletins may be obtained from the address above at 2s. each. Remittance with order please.

ALGERIA

(51/68) Communications and Electrical Equipment for Ministry of the Interior. April 10. E.S.B. 11167/68.*

ANGOLA

(50/68) Hospital Equipment for Farmacia Colonial. April 30. E.S.B. 8382/68.*
(52/68) Hospital Equipment for Farmacia Colonial. (Further Information.) E.S.B. 8382/68.*

ARGENTINA

(54/68) Gas Turbogenerators for Empresa Provincial de Energia de Cordoba. May 9. E.S.B. 11902/68.

AUSTRALIA

(54/68) Remote Control Receiving Relays for Brisbane City Council. April 19. E.S.B. 11547/68.*
Department of Civil Aviation:
(54/68) Wired Consoles. (Further Information.) E.S.B. 10472/68.*
(54/68) V.H.F. Radio Equipment. (Further Information.) Tender documents now available. E.S.B. 10473/68.*
(54/68) Electron Beam Guns for Department of Supply. (Further Information.) Tender documents now available. E.S.B. 9982/68.*
(50/68) Gas Cooling Plant for Electricity Commission of New South Wales. (Further Information.) Tender documents now available. E.S.B. 10443/68.*
(54/68) Transformers for Northern Electricity Authority of Queensland. April 3. E.S.B. 11545/68.*
Northern Electric Authority of Queensland:
(54/68) Circuit Breaker. May 1. E.S.B. 11550/68.*
(54/68) Surge Diverters. May 1. E.S.B. 11549/68.*
(54/68) Flow Meters for Proserpine Co-operative Sugar Milling Association Ltd. April 1. E.S.B. 11546/68.*
(51/68) Laboratory Equipment of Queensland State Stores Board. April 8. E.S.B. 11160/68.
(53/68) Switchboard for State Electricity Commission of Queensland. May 1. E.S.B. 11540/68.
(53/68) Oil Circuit Reclosers for Townsville Electricity Board. April 10. E.S.B. 11552/68.
(51/68) Fire Pumps; Pipework for Townsville Harbour Board. April 8. E.S.B. 11161/68.*
Victoria Railways:
(53/68) Axle Box Units. (Further Information.) E.S.B. 9930/68.*
(54/68) Radial Drilling Machines. April 10. E.S.B. 11936/68.

BRAZIL

(51/68) Telephone Equipment for Companhia Amazonense De Telecommunicacoes-Camtel. April 25. E.S.B. 11145/68.*

Another repeat order from Germany for their giant double-cone mixer has just been despatched to Cologne from Bristol by Gardners of Gloucester, who are part of the Contracts & Industrial Equipment Division of Winget Limited, Gloucester. This double-cone mixer will complete a trio of Gardner mixers in Cologne, manifesting the ability of Gardners to beat international competition in the traditionally tough German market. Each mixer constructed of Staybrite stainless steel, high as a house and weighing 27 tons when assembled, produces 35 tons per batch in the last production stage of plastic materials made from petroleum by-products.

BURMA

(53/68) Contractors Plant for Defence Department. April 1. E.S.B. 11515/68.*
Electricity Supply Board:
(55/68) Pozzolanic Materials. April 30. E.S.B. 11945/68.*
(55/68) Taps and Dies. May 7. E.S.B. 11946/68.*
(54/68) Transformers. May 6. E.S.B. 11944/68.
(54/68) Roofing and Flooring Materials for Ministry of National Planning. April 6. E.S.B. 11942/68.*
(54/68) Tents for Mineral Development Corporation. April 15. E.S.B. 11597/68.*
(54/68) Fire Extinguisher Refills for Myanma Export/Import Corporation. April 6. E.S.B. 11937/68.*
(55/68) Copper Tubes and Fittings for People's Electro-Mechanical Services. April 25. E.S.B. 11961/68.*
People's Oil Industry:
(50/68) Electric Pumps. April 30. E.S.B. 10684/68.*
(53/68) Steel Tubes. April 10. E.S.B. 11507/68.*
(53/68) Brass Tubes. April 10. E.S.B. 11506/68.*
(55/68) Breathing Apparatus. May 15. E.S.B. 11959/68.*
(55/68) Pumps. May 15. E.S.B. 11960/68.*
(53/68) Plastic Compositions. April 10. E.S.B. 11503/68.*
(53/68) Bleaching Powder. April 10. E.S.B. 11505/68.*
(53/68) Tubular Scaffolding. April 10. E.S.B. 11508/68.*
(53/68) Fireclay Mortar. April 10. E.S.B. 11509/68.*
(53/68) Zinc Dust Powder and Medium. April 10. E.S.B. 11510/68.*
(53/68) Galvanized Binding Wire. April 10. E.S.B. 11511/68.*
(53/68) Radio Equipment and Spare Parts; Engine Spare Parts for People's Pearl and Fishery Board. April 4. E.S.B. 11513/68.*
State Timber Board:
(50/68) Gear Boxes. April 18. E.S.B. 10685/68.*
(50/68) Conduits and Fittings. April 18. E.S.B. 10686/68.*
(51/68) Cable and Wire. (Further Information.) Closing date postponed until April 11. E.S.B. 7472/68.*
(55/68) Circuit Breakers; Fuses. April 27. E.S.B. 11955/68.*
(55/68) Electric Motors and Starters. April 27. E.S.B. 11956/68.*
(55/68) Testing Instruments. April 27. E.S.B. 11957/68.*
(55/68) Welding Set. April 27. E.S.B. 11958/68.*
(55/68) Textile Machinery for Textile Mills Procurement Committee. April 8. E.S.B. 11943/68.*
(53/68) Wire, etc. for Union of Burma Railway Board. April 17. E.S.B. 11514/68.*

CANADA

(55/68) Transformers for Manitoba Hydro. April 6. E.S.B. 11963/68.
(53/68) Transmission Lines for Nova Scotia Power Commission. April 15. E.S.B. 11542/68.

CEYLON

(54/68) Ball and Roller Bearings for Ceylon State Hardware Corporation. (Further Information.) Tender documents now available. E.S.B. 10627/68.*
Department of Government Stores:
(52/68) Bleached Cotton Cloth. (Further Information.)

†*The* **Export Service Bulletin,** *a 'must' for exporters, is published daily from Monday to Friday. A week's issues may contain as many as 500 calls for tender in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled, 'World Economic Comments', summarizes the economic conditions in more than 100 countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which will bring you all the issues costs only £10 10s.*

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If you would like a specimen copy get in touch with Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7058, Telex 886143, AB: Bothillgate, Ldn.) mentioning the products or countries of special interest to you.

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Tender documents now available. E.S.B. 10438/68.*
(54/68) Pressure and Hurricane Lamps. April 16. E.S.B. 11935/68.
(54/68) Pharmaceuticals for Department of Health. April 23. E.S.B. 11903/68.*
Ministry of Health:
(54/68) Pharmaceuticals. (Further Information.) Tender documents now available. E.S.B. 10625/68.*
(54/68) Pharmaceuticals. (Further Information.) Tender documents now available. E.S.B. 10626/68.*
National Milk Board:
(54/68) Electrical Equipment. April 17. E.S.B. 11933/68.
(55/68) Refrigeration Plant. April 21. E.S.B. 11934/68.

COLOMBIA

(53/68) Vehicles for Empresa de Acueducio y Alcantarillado de Bogata. May 3. E.S.B. 11539/68.
(54/68) Turbo-Pump for Departmento de Abastecimientos. April 5. E.S.B. 11929/68.
(54/68) Turbo-Pumps for Instituto Nacional de Fomento Municipal. April 9. E.S.B. 11930/68*

COSTA RICA

(50/68) Boring Machines for El Instituto Costarricense de Electricidad. April 4. E.S.B. 11124/68.*
(55/68) Radio Communications Equipment for Instituto Nacional de Seguros. April 18. E.S.B. 11938/68.*
La Proveeduria Nacional:
(55/68) Photographic Films. April 3. E.S.B. 11940/68.*
(55/68) Newsprint Paper. April 3. E.S.B. 11941/68.*

ECUADOR

(51/68) Municipal Services Vehicles and Equipment for Municipality of Quito. (Advance Information.) E.S.B. 11166/68.

EL SALVADOR

Proveedura General de la Republica:
(54/68) Manifold Paper. April 4. E.S.B. 11927/68.*
(54/68) Bond Paper. April 5. E.S.B. 11926/68.*

FORMOSA

Central Trust of China:
(53/68) Pneumatic Rivet Busters. April 8. E.S.B. 11520/68.*
(53/68) Truck Crane. April 9. E.S.B. 11522/68.*
(53/68) Steel Rail. April 8. E.S.B. 11523/68.*
(53/68) Photographic Plates. April 9. E.S.B. 11534/68.
(53/68) Tetra-Ethyl Lead. April 11. E.S.B. 11516/68.*
(54/68) Fibre Joint Insulations. April 6. E.S.B. 11916/68.*
(54/68) Steel Plates. April 12. E.S.B. 11593/68.*
(54/68) Marine and Underwater Equipment. April 8. E.S.B. 11586/68.*
(54/68) Centrifugal Pumps. April 5. E.S.B. 9836/68.*
(54/68) Papaverine Hydrochloride. April 3. E.S.B. 11584/68.*
(54/68) Lifting Equipment. April 10. E.S.B. 11585/68.*
(54/68) Laboratory Equipment. April 12. E.S.B. 11588/68.*
(54/68) Galvanized Retaining Walls and Pipes; Steel Beam. April 9. E.S.B. 11592/68.*
(54/68) Safety Valves. April 12. E.S.B. 11582/68.*
(54/68) Turning Roller. April 11. E.S.B. 11583/68.*
(54/68) Cigarette Packing and Cartoning Machines. April 10. E.S.B. 11589/68.*
(54/68) Calcium Carbide. April 8. E.S.B. 11590/68.*
(54/68) Steel Tube. April 11. E.S.B. 11591/68.*

GREECE

(53/68) Phials for Direction General of Procurements. April 3. E.S.B. 11200/68.*
(53/68) Supply and Installation of Air Conditioning Equipment for Directorate of Public Works (NATO). April 24. XP 399/68.
(51/68) Communication Satellite Earth Station for Hellenic Telecommunications Organization. Closing date postponed to April 16. E.S.B. 45107/67.*
Public Power Corporation:
(53/68) Fuse Cut-Outs, Holders and Links. April 1. E.S.B. 11553/68.*
(53/68) Telephone Sets for Public Power Corporation. April 12. E.S.B. 11502/68.
(53/68) Fire Extinguishing Systems. April 27. E.S.B. 11501/68.

GUATEMALA

(53/68) Power Transmission Line for Instituto Nacional de Electrificacion Closing date postponed to April 26. (Further Information.) E.S.B. 6087/68.

HONG KONG

Tender Board Colonial Secretariat:
(52/68) Fire Fighting Foam Compound. April 19. E.S.B. 11185/68.*
(53/68) Duplicating Paper and Stencils. April 19. E.S.B. 11184/68.*
(53/68) Fire Extinguishers. May 3. E.S.B. 11190/68.*

INDIA

(53/68) Consultancy Service for Andhra Pradesh State Electricity Board. May 15. E.S.B. 11198/68.
(52/68) Transformers for Assam State Electricity Board. April 8. E.S.B. 11178/68.
Beas Purchase Organization:
(54/68) Road Ripper. April 26. E.S.B. 11923/68.
(54/68) Fire Box Plates. June 12. E.S.B. 11918/68.
(54/68) Theodolite and Traversing Equipment. June 5. E.S.B. 11920/68.
(54/68) Theodolite and Traversing Equipment. June 5. E.S.B. 11921/68.
(54/68) Surveying Instruments. June 5. E.S.B. 11922/68
Bhabha Atomic Research Centre:
(51/68) Germanium Detector. April 5. E.S.B. 11142/68.
(51/68) Beta Spectrometer. April 4. E.S.B. 11139/68.
(51/68) Medical Video Tape Recorder. April 3. E.S.B. 11135/68.
(51/68) Moisture Meter. April 3. E.S.B. 11136/68.
(51/68) Spectrum Analyzers. April 3. E.S.B. 11137/68.
(51/68) Frequency Counters. April 4. E.S.B. 11138/68.
(51/68) Temperature Transmitter and Recorder. April 4. E.S.B. 11140/68.
(51/68) Germanium Detector. April 5. E.S.B. 11141/68.
(51/68) Frequency Meter. April 8. E.S.B. 11143/68.
(51/68) Furnace Control Equipment. April 8. E.S.B. 11144/68.
Bharat Heavy Electricals Ltd.:
(51/68) Dosing Pumps. April 3. E.S.B. 11132/68.*
(55/68) Steel Plates. April 10. E.S.B. 11595/68.
(54/68) Glass Laminates. (Further Information.) Tender documents now available. E.S.B. 9945/68.*
(51/68) Acid Resisting Pumps. April 4. E.S.B. 11165/68.*
(51/68) Motor Control Gear. April 4. E.S.B. 11149/68.*
Bihar State Electricity Board:
(53/68) Power Line Tools and Instruments. April 29. E.S.B. 11196/68.
(55/68) Power Supply Unit. (Further Information.) Tender documents now available. E.S.B. 9248/68.*
(52/68) Civil Engineering Works for Bokaro Steel Ltd. April 16. E.S.B. 11179/68.
Damodar Valley Corporation:
(55/68) Power Line Carrier Equipment. (Further Information.) Tender documents now available. E.S.B. 9254/68.*
(55/68) Transmission Line Towers. (Further Information.) Information has been received that the requirements will be obtained from indigenous sources. E.S.B. 9255/68.
Directorate General of Supplies and Disposals:
(55/68) Lighting Equipment. April 24. E.S.B. 11982/68.
(51/68) Swaging Machine. (Further Information.) Closing date postponed to April 3. E.S.B. 40451/68.*
(54/68) Wheel Lathes. May 2. E.S.B. 11917/68.*
(55/68) Penstock Rupture Detection Device for Electrical Project. June 3. E.S.B. 11951/68.
(52/68) Copper Sheets for Farakka Barrage Project. April 30. E.S.B. 11187/68.

(*Continued on next page*)

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(51/68) Transformers for Haryana State Electricity Board. (Further Information.) Bids will be considered only from indigenous sources. E.S.B. 7450/68.
(55/68) Laboratory Equipment for Hindustan Steel Ltd. April 11. E.S.B. 11950/68.
Indian Telephone Industries Ltd.:
(51/68) Magnets. May 13. E.S.B. 11153/68.
(55/68) Laminations. April 29. E.S.B. 11949/68.
(51/68) Dredger for Kandla Port Trust. (Further Information.) closing date postponed to April 5. E.S.B. 3137/68.
(52/68) PVC Polythene Wire for Maharashtra State Electricity Board. April 17. E.S.B. 11159/68.
(51/68) Earthing Sets for State Electricity Board. April 15. E.S.B. 11158/68.
(51/68) Construction of Transmission Lines for West Bengal State Electricity Board. (Further Information.) Closing date postponed to April 22. E.S.B. 41649/67.
(51/68) Railway Signalling Equipment for Western Railway. June 24. E.S.B. 11130/68 and 11131/68.

IRAN

Iranian State Railways:
(51/68) Lubricating Oil. April 24. E.S.B. 11126/68.*
(52/68) Machine Tools. May 7. E.S.B. 11170/68.*
Iranian Tobacco Monopoly:
(52/68) Mechanical Paper. May 21. E.S.B. 11193/68.*
(52/68) Coloured Paper. May 30. E.S.B. 11194/68.*
(53/68) Coloured Paper. May 27. E.S.B. 11195/68.*

IRAQ

(54/68) Brass and Copper Tube for Iraqi Ports Administration. April 4. E.S.B. 11576/68.
Ministry of Defence:
(54/68) Protective Clothing. April 20. E.S.B. 11572/68.
(54/68) Stationery. April 6. E.S.B. 11566/68.
(54/68) Sulphuric Acid. April 16. E.S.B. 11567/68.
(54/68) Press Materials. April 16. E.S.B. 11568/68.
(54/68) Factory Improvement. April 16. E.S.B. 11569/68.
(54/68) Factory Improvement. April 16. E.S.B. 11570/68.
(54/68) Radio Telephone Equipment. April 20. E.S.B. 11571/68.
Ministry of Finance:
(54/68) Typewriters. May 26. E.S.B. 11555/68.
(54/68) Bottle Stoppers and Caps. April 14. E.S.B. 11561/68.
(54/68) Construction of Water Supply Scheme for Ministry of Municipalities and Works. June 18. E.S.B. 11573/68.
National Electricity Administration:
(54/68) Circuit Breakers. April 13. E.S.B. 11564/68.
(54/68) Porcelain Insulators. April 13. E.S.B. 11559/68.
(54/68) Cells; Charging Equipment; Transformers for Posts, Telegraphs and Telephones Administration. May 6. E.S.B. 11560/68.

IRISH REPUBLIC

(53/68) Pumping Plant for Birr Urban District Council. April 22. E.S.B. 11518/68.
(55/68) Construction of Bridge for Galway County Council. April 17. E.S.B. 11954/68.
(55/68) Cooking Equipment for Tipperary (SR) County Council. April 4. E.S.B. 11952/68.

ITALY

(54/68) Supply of Tape Recorders for Ministero Della Difesa - Teleconfile. May 17. XP 406/68.

KENYA

(52/68) Microwave Relay Systems for East African Posts and Telecommunications Administration. May 16. E.S.B. 9911/68.

LEBANON

(54/68) Stationery for United Nations Relief and Works Agency. April 4. E.S.B. 11901/68.*

MALAYSIA

(50/68) Air Conditioning Plant and Equipment for Bank Negara Malaysia. April 18. E.S.B. 10682/68.*
(53/68) Steam Generating Plant for National Electricity Board. (Further Information.) Tender documents now available. E.S.B. 9239/68.*
(52/68) Water Fittings for Public Works Department April 15. E.S.B. 11177/68.*

MALTA

(53/68) Paper and Board for Director of Contracts April 11. E.S.B. 11197/68.

MOZAMBIQUE

Ports, Railways and Transport Department:
(55/68) Crane Spare Parts. April 10. E.S.B. 11979/68.
(55/68) Welding Converter. April 10. E.S.B. 11980/68.
(55/68) Locomotive Spare Parts for Railway Warehouse. April 11. E.S.B. 11981/68.

NEW ZEALAND

(53/68) Binding Cloth for Government Printing Office April 15. E.S.B. 11538/68.*
(54/68) Electric Typewriters for Government Stores Board April 9. E.S.B. 11928/68.*
(52/68) Speed Control Retarders for New Zealand Government Railways. (Further Information.) Closing date postponed to June 5. E.S.B. 9890/68.

PAKISTAN

(52/68) Weighbridge for Directorate of Supply. (Further Information.) Closing date April 25. E.S.B. 29439/67.*
(55/68) Marine Diesel Engines for East Pakistan Inland Water Transport Authority. April 8. E.S.B. 11600/68.*

SINGAPORE, REPUBLIC OF

(52/68) Technical Laboratory Equipment for Singapore Polytechnic (Vocational Institute). April 2. E.S.B. 11169/68.*

SOUTH AFRICA

Cape Provincial Tender Board:
(53/68) Scissors. April 5. E.S.B. 11533/68.*
(53/68) Bedsteads. April 5. E.S.B. 11536/68.*
(53/68) Electric Radiators. April 5. E.S.B. 11537/68.*
South African Railways:
(53/68) Wharf Cranes. May 10. E.S.B. 11529/68.
(53/68) Railway Cars. May 24. E.S.B. 11530/68.
(53/68) Railway Electric Coaches. May 24. E.S.B. 11531/68.

SUDAN

(52/68) Diesel Tug for Sudan Railways. May 16. E.S.B. 10676/68.*

SYRIAN ARAB REPUBLIC

(50/68) Insulators for Directorate of Electricity. April 6. E.S.B. 10674/68.
Public Administration of Electricity:
(51/68) Construction of Electric Lines and Transformer Stations. May 27. E.S.B. 11152/68.
(50/68) Electric Cable. April 20. E.S.B. 10675/68.
(51/68) Fire Fighting Chemicals for Public Administration of Petroleum. April 10. E.S.B. 11151/68.

THAILAND

Provincial Electricity Authority:
(54/68) Fuses. April 5. E.S.B. 11907/68.*
(54/68) Winding Insulation Tester. April 4. E.S.B. 11906/68.
State Railways of Thailand:
(54/68) Sanitary Fittings. April 5. E.S.B. 11909/68.
(54/68) Points and Crossings. May 7. E.S.B. 11919/68.
(54/68) Rolling Stock Couplings. April 3. E.S.B. 11904/68.
(58/68) Shot Peening Machine. April 10. E.S.B. 10660/68.*
(54/68) Mild Steel Flat Bar and Boiler Plate. April 5. E.S.B. 11910/68.
(54/68) Street Lighting Lamps for Thailand Tobacco Monopoly. April 4. E.S.B. 11905/68.

TURKEY

(54/68) Water Pumps for DSI Genel Mudurlugu. April 3. E.S.B. 11913/68.*
Karayollari Genel Mudurlugu:
(52/68) Bearings. April 15. E.S.B. 11172/68.*
(52/68) Bearings and Bearing Assemblies. April 15. E.S.B. 11173/68.* and E.S.B. 11174/68.*
(52/68) Bearings for State Highways Department. April 10. E.S.B. 11171/68.*

U.A.R. (EGYPT)

(53/68) Telephone Cables and Accessories for Telecommunications Organization. April 27. E.S.B. 11504/68.*

URUGUAY

La Administracion General de las Usinas Electricas Y Los Telefonos del Estado:
(51/68) Pipes and Fittings. 1st call April 5; 2nd call April 16. E.S.B. 11127/68.*
(51/68) Condenser and Refigerant Tubes. 1st call May 7; 2nd call May 14. E.S.B. 11129/68.*
(51/68) Iron Bars; Ingots and Sheets for UTE State Electricity Board 1st call April 17; 2nd call April 23. E.S.B. 11128/68.*

UNITED STATES OF AMERICA

Bureau of Reclamation:
(53/68) Armature Winding. (Further Information.) Tender documents now available. E.S.B. 9271/68.*
(54/68) Transformers. April 3. E.S.B. 11915/68.*
(53/68) Control and Telemetering for United States Department of the Interior. (Further Information.) Tender documents now available. E.S.B. 34511/68.*

VIETNAM

(55/68) Stationers' Sundries for Central Procurement and Supply Authority. April 10. E.S.B. 11964/68.*
Industrial Development Centre:
(54/68) Installation of Wheat Flour Mill. June 29. E.S.B. 11581/68.*
(54/68) Construction of Wheat Flour Mill. (Further Information.) Closing date postponed to June 29. E.S.B. 43571/67.*

YUGOSLAVIA

(54/68) Construction of Railway Line and Ancillary Works for Railway Transport Enterprise Nemanjina. (Further Information.) E.S.B. 40729/67.*

ZAMBIA

(55/68) Caravans for Central Supply and Tender Board. Closing date not stated. E.S.B. 11974/68.*
(53/68) Constructional Project for Council of the University. April 26. E.S.B. 11527/67.

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Brief details are given below of some of the inquiries for British goods, offers to represent British principals, market reports etc., published in recent issues of the **Export Service Bulletin.**†

Further information about these and copies of the Bulletins in which they appeared may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 427, Telex 886143, AB: Bothillgate, Ldn.) at 2s. per copy. Remittance with order, please. Please quote the number in brackets, the country and commodity in all inquiries.

Abu Dhabi
(54/68) Inquiry for radios; refrigerators; tape recorders; television sets; washing machines. E.S.B. 11441/68.

Australia
(51/68) Agency inquiry for confectionery. E.S.B. 10874/68.
(54/68) Agency inquiry for chemist's sundries; cosmetics and toiletries; domestic appliances; gift articles; leather goods; pet foods; yarns. E.S.B. 4041/68.
(55/68) Agency inquiry for bed coolers; drinking glass chillers; sheets. E.S.B. 7971/68.
(52/68) Inquiry for sporting goods; toys. E.S.B. 5283/68.
(55/68) Inquiry for fire fighting equipment. E.S.B. 11816/68.

Austria
(52/68) Agency inquiry for carpets. E.S.B. 9449/68.
(52/68) Agency inquiry for carpets and carpetings. E.S.B. 11040/68.
(53/68) Agency inquiry for textile fabrics. E.S.B. 11271/68.

Bahamas
(54/68) Inquiry for domestic electrical appliances; radios; record players; sanitary fittings. E.S.B. 11711/68.
(54/68) Inquiry for men's and boys' clothing. E.S.B. 11677/68.

Barbados
(54/68) Agency inquiry for shoes; textiles. E.S.B. 11066/68.

Bolivia
(51/68) Agency inquiry for belts; camping equipment. E.S.B. 9905/68.
(54/68) Agency inquiry for lathes. E.S.B. 10894/68.
(50/68) Inquiry for poplin; shirt making equipment; shirt pins. E.S.B. 10994/68.

Brazil
(52/68) Inquiry for garbage processing equipment. E.S.B. 25913/67.

Canada
(51/68) Agency inquiry for confectionery. E.S.B. 8614/68.

†**For further details of the 'Export Service Bulletin' see page 928.**

(53/68) Agency inquiry for builders' hardware; domestic hardware; door closers; locks. E.S.B. 8052/68.
(53/68) Agency inquiry for heating and ventilating equipment. E.S.B. 10888/68.
(52/68) Inquiry for bell striker component parts; fire alarm bells and gongs. E.S.B. 10733/68.
(52/68) Inquiry for vacuum cleaner parts. E.S.B. 10738/68.
(54/68) Inquiry for builders' hardware. E.S.B. 11815/68.
(54/68) Inquiry for fur fabric. E.S.B. 11691/68.
(54/68) Inquiry for shower and bathroom fittings; steel sinks. E.S.B. 11789/68.

Canary Islands
(51/68) Agency inquiry for hearing aids; hospital furniture; laboratory orthopaedic equipment. E.S.B. 4810/68.

Ceylon
(51/68) Inquiry for angle iron; hoop iron; steel sheets; steel wire. E.S.B. 10940/68.
(51/68) Inquiry in respect of engineering store supplies E.S.B. 10799/68.
(55/68) Inquiry for reducing rolling machine. E.S.B. 10915/68.

Democratic Republic of the Congo
(54 and 57/68) Inquiry for agricultural machinery. E.S.B. 11259/68.

Cyprus
(50/68) Inquiry for household appliances; television sets. E.S.B. 7163/68.

Czechoslovakia/Bulgaria
(53/68) Economic Co-operation

Dubai
(54/68) Inquiry for aluminium products. E.S.B. 10393/68.
(54/68) Inquiry for stainless steel products. E.S.B. 10393/68.
(54/68) Inquiry for steel products. E.S.B. 10393/68.

Finland
(52/68) Agency inquiry for cotton and synthetic yarns. E.S.B. 11323/68.
52/68) Agency inquiry for fork lift trucks. E.S.B. 11235/68.
(52/68) Agency inquiry for goggles. E.S.B. 11085/68.
(52/68) Agency inquiry for thermal circuit breakers. E.S.B. 11220/68.
(53/68) Agency inquiry for fire extinguishing appliances; fire extinguisher charges. E.S.B. 11244/68.
(55/68) Agency inquiry for vinyl dolls; foam rubber balls. E.S.B. 6591/68.

France
(51/68) Agency inquiry for ferrous-alloy industry minerals; paints; paper industry raw materials. E.S.B. 9537/68.
(52/68) Agency inquiry for dish cloths; sheets; table linen. E.S.B. 10982/68.
(52/68) Agency inquiry for hot air pulsator. E.S.B. 10182/68.
(52/68) Agency inquiry for knitwear; men's and women's outerwear; socks. E.S.B. 10722/68.
(52/68) Agency inquiry for power tools; hand tools. E.S.B. 10574/68.
(54/68) Agency inquiry for electrical control equipment; electrostatic spraying pistols; mechanical handling equipment; metal scouring products and equipment. E.S.B. 10963/68.
(52/68) Inquiry for frozen salmon. E.S.B. 46071/67.
(53/68) Inquiry for aluminium and brass hinges. E.S.B. 11254/68.

Germany, Federal Republic of
(50/68) Agency inquiry for worsted piece-goods. E.S.B. 10839/68.
(51/68) Agency inquiry for air conditioning units; giftware; holloware and tableware; pepper mills; saucepans; tin openers. E.S.B. 5127/68.
(52/68) Agency inquiry for women's coats. E.S.B. 8098/68.
(53/68) Agency inquiry for men's knitwear; textile machinery. E.S.B. 5501/68.
(54/68) Agency inquiry for handkerchiefs; paper products; perfumes; rubber gloves; stockings and socks; toys. E.S.B. 10864/68.
(54/68) Agency inquiry for level indicators; signal equipment for indicators; transducers; valves. E.S.B. 9634/68.
(54/68) Agency inquiry for metals; non-ferrous and rare metal products; steel products. E.S.B. 45435/67.
(55/68) Agency inquiry for radiator making machinery. E.S.B. 10909/68.
(50/68) Inquiry for chemical raw materials for cosmetics. E.S.B. 10889/68.
(52/68) Inquiry for tile cutters. E.S.B. 11364/68.
(53/68) Inquiry for aluminium alloys; alluminium ingots. E.S.B. 11628/68.
(53/68) Inquiry for cellulose wrapping and packaging paper; filter paper. E.S.B. 11256/68.
(53/68) Inquiry for clothing; piece-goods; umbrellas. E.S.B. 9787/68.
(54/68) Inquiry for abrasive cloths and papers. E.S.B. 11785/68.
(54/68) Inquiry for rolling mill products. E.S.B. 11783/68.
(54/68) Inquiry for rubber sheeting. E.S.B. 11704/68.
(55/68) Inquiry for domestic appliances and utensils. E.S.B. 11886/68.
(55/68) Manufacture under licence – machine tools. E.S.B. 11717/68.

Germany/Poland
(53/68) Trade Agreement.

India
(50/68) Inquiry for magnetic recording tapes. E.S.B. 34151/67.
(53/68) Inquiry for steel shaft manufacturing machinery; stainless steel. E.S.B. 42853/67.

Iran
(55/68) Agency inquiry for builders hardware; door furniture; tiles; pharmaceuticals; switches; wallpaper. E.S.B. 46444/67.
(52/68) Inquiry for conveyorized motor car paint shop. E.S.B. 11300/68.
(55/68) Manufacture under licence – foodstuffs. E.S.B. 11716/68

Irish Republic
(54/68) Agency inquiry for humidifiers. E.S.B. 7967/68.
(54/68) Inquiry for children's clothing; infants clothing; knitwear; women's clothing. E.S.B. 11640/68.
(54/68) Inquiry in respect of miscellaneous stores and supplies. E.S.B. 11696/68.

Israel
(52/68) Agency inquiry for polytetrafluorethylene products. E.S.B. 28886/67.
(55/68) Agency inquiry for health and dietetic foods; preserves; sweets. E.S.B. 11659/68.

Italy
(50/68) Agency inquiry for beer making raw materials; bottling machines. E.S.B. 10832/68.
(50/68) Agency inquiry for foundry machinery, equipment and raw materials. E.S.B. 9622/68.
(50/68) Agency inquiry for suede leather. E.S.B. 43760/67.
(51/68) Agency inquiry for gauges and measuring instruments; lubricants; tools. E.S.B. 10575/68.
(51/68) Agency inquiry for toys and games. E.S.B. 10816/68.

(*Continued on next page*)

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(52/68) Agency inquiry for knitwear; textiles. E.S.B. 10863/68.
(53/68) Agency inquiry for locks. E.S.B. 9686/68.
(54/68) Agency inquiry for clocks and timers; cutlery; do-it-yourself tools and materials. E.S.B. 9679/68.
(55/68) Agency inquiry for hard metals and cutting tools. E.S.B. 11750/68.
(50/68) Inquiry for eviscerated turkeys; frozen pre-cooked meat and meat products. E.S.B. 10347/68.
(51/68) Inquiry for hydraulic press. E.S.B. 6487/68.
(51/68) Inquiry for steel strip rolling mill. E.S.B. 10966/68.
(51/68) Manufacture under licence – pharmaceuticals. E.S.B. 11030/68.
(52/68) Inquiry for anemometers; badges; nautical accessories; novelties and giftware. E.S.B. 10952/68.
(52/68) Inquiry for cotton. E.S.B. 11247/68.
(53/68) Inquiry for oil burners. E.S.B. 4327/68.
(53/68) Inquiry for silver plate; silverware. E.S.B. 36680/67.

Japan
(50/68) Agency inquiry for boring machines; gear shaping machines. E.S.B. 10078/68.
(51/68) Agency inquiry for cotton fabric; knitwear; lace; textile piece-goods; woollen jersey fabric. E.S.B. 2769/68.
(53/68) Agency inquiry for woodworking machinery. E.S.B. 10826/68.
(54/68) Inquiry for buttons. E.S.B. 11656/68.

Jordan
(53/68) Agency inquiry for hand tools; motor car spare parts; outerwear; sanitaryware. E.S.B. 5706/68.

Lebanon
(50/68) Agency inquiry for worsted coatings and suitings; woollen underwear. E.S.B. 10535/68.

Libya
(52/68) Agency inquiry for automotive spares; hinges. E.S.B. 10146/68

Luxembourg
(55/68) Inquiry for polyurethane liquid; polyurethane sheets. E.S.B. 11411/68.

Malta
(53/68) Agency inquiry for dress fabrics. E.S.B. 10751/68.
(54/68) Inquiry for hosiery; textiles. E.S.B. 9547/68.

Mexico
(55/68) Manufacture under licence – ball bearing cast cages. E.S.B. 4347/68.

Morocco
(53/68) Inquiry for non-ferrous metals. E.S.B. 11681/68.

Netherlands
(54/68) Agency inquiry for household goods. E.S.B. 4840/68.

New Zealand
(53/68) Agency inquiry for textile machinery. E.S.B. 33092/67.
(51/68) Inquiry for fish glazing preparations. E.S.B. 11100/68.

Norway
(50/68) Inquiry for beachwear; beach hats; paint brushes; scouring cloths; wash leathers. E.S.B. 10991/68.
(51/68) Inquiry for rails. E.S.B. 10526/68.
(52/68) Inquiry for celluloid sheet. E.S.B. 10143/68.

Pakistan
(52/68) Inquiry for making card clothing and gill pins. E.S.B. 10181/68.
(53/68) Inquiry for hospital equipment. E.S.B. 7635/68

Philippines, Republic of
(55/68) Inquiry for paging equipment. E.S.B. 11412/68.

Portugal
(53/68) Agency inquiry for pullovers. E.S.B. 8518/68.
(51/68) Inquiry for silk screen printing machine. E.S.B. 10904/68.

Puerto Rico
(55/68) Agency inquiry for fabricated pipe. E.S.B. 9479/68.
(55/68) Agency inquiry for insulators; pipes. E.S.B. 10919/68.

Saudi Arabia
(51/68) Inquiry for linseed oil. E.S.B. 10984/68.
(52/68) Inquiry for brushes; coffee grinding machines; fans; copper tubing and wire; diesel motors; steel bars. E.S.B. 11026/68.
(55/68) Inquiry for packaging machinery. E.S.B. 9411/68.

Sierra Leone
(53/68) Inquiry for children's wear; lingerie; menswear; shoes; women's outerwear. E.S.B. 11231/8.

South Africa
(51/68) Agency inquiry for children's clothing; knitwear; underwear. E.S.B. 7558/68.
(51/68) Agency inquiry for motor accessories and equipment. E.S.B. 10758/68.
(55/68) Agency inquiry for air compressors; brushless alternators; diesel engines and accessories; earth leakage devices; pipe fittings; pumps; spray guns; switchboard instruments welding equipment and accessories. E.S.B. 9295/68.
(55/68) Agency inquiry for domestic tinware. E.S.B. 10956/68.
(51/68) Inquiry for chemical formulations. E.S.B. 10992/68.
(53/68) Inquiry for hand tools; machine tools. E.S.B. 3647/68.
(54/68) Inquiry for turf irrigation equipment. E.S.B. 8611/68.

Spain
(50/68) Inquiry for computers. E.S.B. 10831/68.

Sudan
(51/68) Inquiry for disposable hospital equipment. E.S.B. 10521/68.

Sweden
51/68) Agency inquiry for piece-goods. E.S.B. 10828/68.
(51/68) Agency inquiry for pumps. E.S.B. 10786/68.
(54/68) Inquiry for cables. E.S.B. 11781/68.
(55/68) Inquiry for rugs and carpets. E.S.B. 11779/68.

Switzerland
(50/68) Agency inquiry for chamois leather. E.S.B. 10854/68.
(54/68) Agency inquiry for shirts. E.S.B. 11061/68.
(55/68) Agency inquiry for anaethesia masks and accessories; hospital and surgical disposable equipment; rubber and plastic catheters. E.S.B. 839/68.
(51/68) Inquiry for ski gloves; rucksacks. E.S.B. 46546/67.
(52/68) Inquiry for car stickers; petrol tank caps. E.S.B. 11413/68.
(53/68) Inquiry for leather. E.S.B. 11487/68.
(54/68) Inquiry for staples. E.S.B. 11703/68
(55/68) Inquiry for leather garments; optical lenses and frames. E.S.B. 11666/68.

Trinidad/Tobago
(53/68) Agency inquiry for bathroom floor tiles. E.S.B. 10387/68.

Turkey
(51/68) Manufacture under licence – automatic control equipment; measuring instruments. E.S.B. 10824/68.
(52/68) Inquiry for fertilizer plant. E.S.B. 10345/68.
(53/68) Inquiry for lenses. E.S.B. 11071/68.
(55/68) Manufacture under licence – grinding wheels; grinding wheels producing plant. E.S.B. 11736/68.

Uganda
(51/68) Agency inquiry for cigarettes; tobacco. E.S.B. 10107/68.
(52/68) Agency inquiry for gas and water fittings. E.S.B. 8908/68.
(51/68) Inquiry for tyre processing machine. E.S.B. 10949/68.

United States of America
(50/68) Inquiry for antique prints; paintings; reproductions; silk screenings. E.S.B. 11046/68.
(50/68) Inquiry for cutlery; rainwear; sporting accessories. E.S.B. 10944/68.
(50/68) Inquiry for sheathed thermo couple wire. (Further Information.) E.S.B. 5410/68.
(51/68) Inquiry for memo holder pins. E.S.B. 2412/68.
(51/68) Inquiry for cores; laminated shapes. E.S.B. 11015/68.
(51/68) Inquiry for leather goods. E.S.B. 8803/68.
(52/68) Inquiry for grass producing unit. E.S.B. 10997/68.
(53/68) Market report on the Boating Industry. E.S.B. 3700/68.
(54/68) Inquiry for aluminium waste. E.S.B. 11692/68.
(54/68) Inquiry for mechanical clutches. E.S.B. 4244/68.
(54/68) Kentucky store buyers to visit London. E.S.B. 11808/68.
(55/68) Inquiry for forging roll. E.S.B. 10074/68.

Vietnam
(52/68) Inquiry for domestic electrical appliances; military clothing and material. E.S.B. 3877/68.

Yugoslavia
(53/68) Agency inquiry for garage equipment; laundromat and dry cleaning equipment; passenger cars; tyres. E.S.B. 10981/68.

Zambia
(51/68) Inquiry for factory machinery and fittings; raw materials. E.S.B. 10391/68.
(51/68) Inquiry for hand tools; pneumatic control gear and equipment. E.S.B. 6568/68.

Economic Trends

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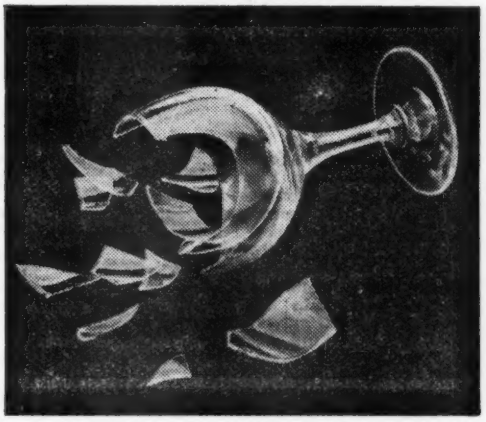

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FAR EAST FREIGHT SERVICE

Export Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses was published in last week's issue of the Board of Trade Journal. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of Board of Trade (see page 673 of March 1 issue) or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757).*

Eastern tour

MR. A. R. TURNBULL, export sales manager of Melroses Ltd., tea and coffee merchants of Edinburgh, is leaving at the end of this month to visit France, Israel, Cyprus, Greece, Italy, Spain and the Balearic Islands. His programme for summer and autumn covers visits to all Melroses European and Scandinavian markets, and towards the end of the year, along with a trade mission from Edinburgh, to the Dutch Antilles, Venezuela, Chile, Argentina and Uruguay.

Mr. Turnbull says: 'Although it has been said many times it is none the less true, that one must meet one's representatives and clients on their own territory and study their problems first hand, and to be able to decide a course of action on the spot.'

Visit to South Africa

ON April 27 Mr. W. A. Pinnell, sales manager, will visit the Republic of South Africa on behalf of Kalamazoo Limited, designers and manufacturers of accounting and business records and systems.

Mr. Pinnell will again take the latest systems ideas and selling methods to Kalamazoo Division (Pty.) Limited of Johannesburg which in the last few years has become one of the most successful companies in the well known Hortors Group.

Kalamazoo exports to South Africa, which is one of its main export markets, have increased by 23 per cent over the past three years. A continued growth in exports is expected and Mr. Pinnell's visit is intended to lead to increased sales to the Republic's industry and commerce. He will be visiting sales offices in Johannesburg, Cape Town and Durban to introduce new selling techniques and to advise Kalamazoo Division (Pty.) Ltd. on methods of expanding the sales organization.

Executives in North America

During the past six months, three Matbro executives have visited west coast timber companies in both Canada and the United States, and in conjunction with the agents they appointed, demonstrated Swinglift machines to all the major lumber companies.

Although Swinglift trucks have been sold throughout Europe and South Africa for three years, this was Matbros' first experience with the North American market and the very encouraging results that they had have resulted in the production of a new range of high-capacity Swinglift machines which will extend from 26,000 lb (11.800 kg) to 40,000 lb (18.000 kg). These machines will first be shown at the Mechanical Handling Exhibition in May before being shipped to British Columbia.

Australian tour

MR. DAVID U. FOSTER, assistant managing director of Padley & Venables Ltd., leaves for a month's tour of Australia at the end of this month.

Mr. Foster will be visiting Sydney, Brisbane, Adelaide and Melbourne, where the P. & V. subsidiary, Padley & Venables (Australia) Pty. Ltd. is based. During his stay, he will see P. & V. 'Riploy' equipment in action in the copper mines at Mount Isa, Queensland, and also visit other Derbyshire Stone Group companies operating in Australia.

The purpose of Mr. Foster's visit it to review the effectiveness of the company's selling arrangements in the country and also investigate the possibility of local manufacture. He returns to the United Kingdom at the end of April.

Persian talks

LORD NELSON of Stafford, chairman and chief executive of English Electric, flew to Tehran recently to have talks with the Shah of Persia and the Iranian government about proposals for further electrification schemes as part of the country's present five-year plan, and for the setting up of a 200,000 sq. ft. factory for the production of diesel engines.

Lord Nelson was accompanied by senior directors and executives of English Electric. They included Lord Trevelyan, international executive director responsible for the development of the company's overseas policies and widespread overseas activities, and Lord Caldecote, chairman of English Electric Diesels.

English Electric is already collaborating with the Industrial, Mining and Development Bank of Iran in a number of schemes including the provision of £2 million of electrical equipment for a steelworks at Ahwas and the Pars paper plant. The company has also supplied a large amount of equipment for other projects including the Trans-Iranian gas pipeline.

World tour

RECENTLY, Mr. John Straker, the 40 year old export sales manager of the Angus Belting and Rubber Hose Division, based at Newcastle upon Tyne, announced advance plans for 1968, embracing visits to 45 countries by members of his staff. Already this year, Mr. Gordon Braithwaite and Mr. Ken Guild, both area managers, have gone to Europe and the Far East respectively.

Next to leave was Mr. Eric Leitner, who went to Eastern Europe on March 4. Later departures within the next month or so will be by Mr. Gordon Herrick, who goes to the West Indies and South America at the end of March and Mr. David Smith, who leaves for the Middle East in April.

All three executives will be busy promoting the sales of their Division's products, which include high pressure hydraulic hose and other industrial hose of all types, conveyor and transmission belting.

The export departments of other divisions of the company are based at Wallsend and London and are concerned with the sale of fluid sealing products, and fire fighting and protection equipment resepectively.

Selling tours

MR. M. J. VALDER, export representative of Baird & Tatlock (London) Limited, is making a tour of Eastern Europe, during which he will be present on the BTL Stand at the British Scientific Instruments Exhibition at Moscow.

Mr. Valder left London on March 11 and is at the Moscow Exhibition from March 15 to 31. Thereafter, he will visit Bucharest, Belgrade, Zagreb, Budapest and Vienna, arriving back in London on April 13.

Mr. R. Edmonds, another export representative of the same company is, at present, on a tour of the Far East.

He has already visited Karachi, Dacca and Bangkok, and was in Singapore until March 14, when he left for Malacca, Kuala Lumpur, Ipoh, Penang, Brunei, Sandakan, Colombo and Bombay. He returns to London on April 26.

Export trade mission

MR. JOHN PRITCHARD, export manager of Cuxson, Gerrard & Co. Ltd., Oldbury, Warley, Worcestershire, recently left London Airport on a six weeks trade mission over a distance of 31,000 miles. He is not due back here until Easter. His itinerary includes Singapore, Hong Kong, Sydney, Melbourne, Perth, Auckland, Johannesburg, Lusaka and Nairobi. Mr. Pritchard will be visiting the company's overseas agents and discussing and studying with them and local officials the medical, surgical and pharmaceutical possibilities for the company's wide range of such products, for hospitals, health services, retailers, industrial first aid and doctors. He was engaged on a similar mission in 1965 in the Middle East, and has visited the continent several times in the past four years to promote trade. Last year the firm's managing director Dr. John Gerrard visited Eastern and Central Africa for this purpose.

Round the world export tour

COVERING 40,763 miles in 10 weeks, Mr. R. C. Bird, managing director of Petbow Limited from Sandwich, Kent, left London recently to make an intensive world export sales tour.

During this period in which Africa, the Middle East and the Far East including Australia and Japan will be visited, Mr. R. C. Bird will be meeting the company's agents throughout the world to consolidate the close association with them in addition to meeting many old and new customers.

While in Africa a number of sales conferences will be held in several countries to assist local and regional representatives to understand the company's products better and assist in the export drive.

Ten days will be spent in Japan where the firm are taking part in the 10th International Osaka Trade Fair which will be attended by three of the company's representatives besides Japanese interpreters.

Export Orders

Firms are invited to send in brief details of recent export orders or contracts for mention on this page.

World orders

Visitors from 16 countries called at the stand of Bradley & Company Limited (a member of the Butterfield Group) at the recent Cologne Household Goods Fair. Orders were booked for Belgium, Denmark, Sweden and South Africa and sample orders for Algeria, Austria, Belgium, France, Italy, Sweden and Switzerland.

Major overseas contract

Automatic Control Engineering Ltd. has been awarded a contract by Strojimport, the Czechoslovakian state organization, for the design, supply, installation and commissioning of an oil fired system and full control equipment for a 350 tons/day oil fired glass tank. The tank is to be installed at the works of Sklo Union, Teplice, in Czechoslovakia and the equipment will work in conjunction with the Pilkington Float Glass system. The contract is valued at over £85,000.

Worldwide boost

Air Registration Board certification of Sperry's advanced Autopilot – SPL.45 – in a Hawker Siddeley Dove 8 aircraft, opens up an extensive new home and export market for this selective lightweight autopilot system.

More than 540 Dove business/communication aircraft have been constructed, of which nearly 100 were exported to the United States. At the present time many owners are in the process of updating their aircraft's instrumentation.

Record aviation exports

Record direct exports of more than £4¼ million were achieved by the Coventry-based Dunlop Aviation Division last year. This is an increase of 35 per cent over the 1966 figures. During the last three years, direct exports have risen by 120 per cent.

Pakistan order

An order for 28 valve characteristic meters has been placed with Avo (Thorn Group) by the Government Polytechnic Institute of Pakistan. This follows the completion of a similar order for 68 instruments from the Italian Navy.

Schools for West Indies

A special export effort by Coseley Buildings Limited of Wolverhampton, in co-operation with the British Development Division of the Ministry of Overseas Development has resulted in substantial orders from the West Indies for complete school buildings. The first order is for a school on St. Vincent, two more are for Antigua and recent further successes include two schools for Grenada and one for Anguilla.

Marine equipment

Two new orders from overseas are announced by the Industrial & Marine Division of Graviner (Colnbrook) Limited, one of the Wilkinson Sword Group of Companies. Through the French representatives, Soframi, an order has been obtained for centralized monitoring equipment for eight bulk carriers and refrigerated cargo ships under construction at the Dunkirk Yard of Ateliers et Chantiers de Dunkerque et Bordeaux 'France-Gironde'.

The other order, obtained through the Finnish representatives Ky Insalko Kb, covers 24 high sensitivity oil mist detectors for installation in a number of 3,500 dwt cargo-ships and 4,400 dwt tankers being built for Russia by Finnish shipyards.

£24,000 export order

The Light Products Division of Powell Duffryn Engineering Company has been awarded a contract worth about £24,000 to provide dust filtration equipment for a new carbon manufacturing plant at Pamplona, Spain.

Sales boom

Hawker Siddeley Aviation have announced seven more overseas orders for the HS 125 business jet. This brings the total sale for the aircraft to 144, of which 113, valued at about £28 million, are for export.

Australian order

A large order for BSP steel trench sheeting shipped recently by The British Steel Piling Co. Ltd., was for a new bank in Australia.

One million rand order

Activated Sludge Ltd., a Hawker Siddeley company, has received two contracts worth over 1,140,000 rands (£664,336) to supply sludge heat treatment plants for the city of Durban, South Africa.

Polish order

Fischer & Porter Ltd., were chosen by Dorr Oliver of Croydon to supply process instrumentation for a new fertilizer plant at Gdansk, Poland. Dorr Oliver will supply this plant to Polimex, the Polish Trade Organization, for the manufacture of triple super phosphate.

£50 million Spanish toll road project

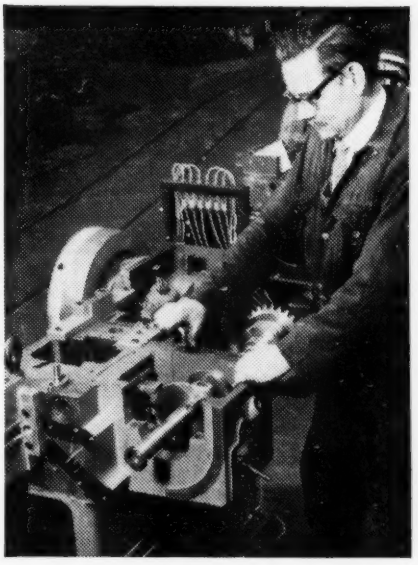
The Spanish Ministry of Public Works has accepted an offer to construct a £50 million, 65-mile super highway along the coast of Northern Spain from Bilbao to Behobia on the French border. The successful concessionaire company, which will be formed to undertake the project, includes John Laing, Ferrovial SA, a Spanish company, and the Belgian Compagnie d'Entreprises CFESA, of Brussels. Work is to begin early next year and the road will be opened to traffic in stages, with final completion in 1974. The Laing building and civil engineering group already operates in Spain through Laing Iberica SA, based in Madrid, who are carrying out construction work in many parts of that country.

Spanish order

A second stainless steel razor strip hardening furnace is being supplied by Wild Barfield Limited (A Division of Parkinson Cowan Limited) to Bassat SA of Barcelona, one of the leading manufacturers in Spain of razors, razor blades, scissors, etc.

£930,000 orders in Canada and United States

Painter Brothers Limited of Hereford, internationally known in the field of steel fabrication and hot dip galvanizing, and a member of the BICC Group, has been awarded contracts in Canada and America totalling over $2½ million (£930,000).



Nearing completion at the Leeds works of Greenwood & Batley is this ball-heading machine which is being shipped to the Abbott Ball Co. in the United States. Greenwood & Batley's exports are now running at close on 40 per cent of production.

Ice maker and cold store for Windward Isles

To add to the already formidable quantity of refrigeration machinery installed throughout the Caribbean Islands by the Hall-Thermotank Group Co., J. & E. Hall Ltd., of Dartford, the firm is shortly to install an ice-making plant and cold store on St. Vincent, one of the Windward Isles, to support the local fishing industry.

Scandinavian order

As a result of Scammell's new overseas sales policy dump truck sales to markets where success has been limited in the past are beginning to justify the policy of continual customer contact. Already this year Scammell have sold 22½ ton GVW Sherpa dump trucks to Greenland and Denmark.

$6,000,000 Philippines order

David Coull, a director of L. Sterne & Co. Ltd., Glasgow, has signed a contract with P. R. Garcia & Sons Development and Investment Corporation of Pasay City, Philippines, for the supply of refrigeration equipment for a prestige ice and cold storage plant with a daily capacity of 1,000 tons, an ice storage plant with a capacity of 14,000 tons and a cold storage plant with a capacity of 2,000 tons. The contract is worth $4,045,000 to Sterne's and it is their biggest ever export order.

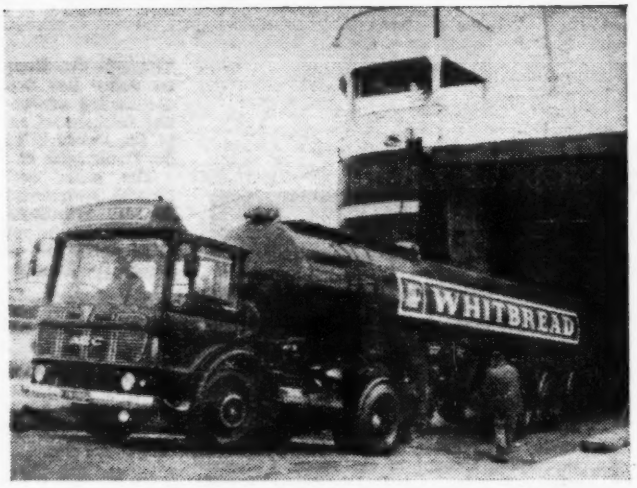
Portuguese order

Lisbon Electric Tramways Ltd. have ordered 10 Daimler Fleetline rear-engined double-deckers for their Portuguese operating company, the Companhia Carris de Ferro de Lisboa (CCFL). The company already has 66 Daimler passenger vehicles in service, including 40 6LX powered Fleetlines.

Guyana flour mill

Taylor Woodrow International Ltd. has received a contract valued at approximately £270,000 for the civil works design and construction of a flour mill, ancillary buildings and unloading berth at Georgetown, Guyana, for the National Milling Co. Ltd. of Guyana.

Tariff, Customs and Import Regulations in overseas countries



British beer bound for Europe left Tilbury aboard the Transport Ferry Service's 'Gaelic Ferry' earlier this month. The tanker has been specially built for Whitbread's and has a capacity of 120 barrels or 34,560 pints. It will be making regular trips to the company's bottling plant in Brussels. Belgians drink 6,840,000 gallons of British beer every year, and Whitbread's have well over 50 per cent of this export market. To cater for this trade, they have ordered another giant tanker.

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are regisered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

EUROPEAN ECONOMIC COMMUNITY

Tariff quotas in the EEC

THE *Board of Trade Journal* dated March 15, 1968 (page 871) contained an announcement about tariff quotas in the European Economic Community.

The *Journal Officiel des Communautés Européennes* No. L61 dated March 8, 1968, contains the text of Decisions granting community quotas for certain products. Details of these quotas, which are all valid for the period January 1, 1968, to December 1, 1968, and their allocation to individual member countries are set out below.

Decision No. 68/132/CEE sets up a community tariff quota for 20,000 tonnes of ferro-silicone (common customs tariff No. 73.02C) at a nil rate of duty. This has been allocated on the following basis:

Germany	2,575 tonnes
France	25 tonnes
Italy	650 tonnes
Netherlands	4,050 tonnes
Belgo-Luxembourg Economic Union	12,700 tonnes

Decision No. 68/133/CEE sets up a community tariff quota for 40,000 tonnes of ferro-silico-manganese (common customs tariff No. 73.02D) at a nil rate of duty. 34,000 tonnes of this quota have been allocated on the following basis:

Germany	30,480 tonnes
France	85 tonnes
Italy	1,530 tonnes
Netherlands	460 tonnes
Belgo-Luxembourg Economic Union	1,445 tonnes

The remaining 6,000 tonnes will be available to member countries who use 90 per cent or more of their original quotas. Details of the method of allocation and of the conditions attached to the entire quota are available from Export Services Branch at the address given below.

Decision No. 68/134/CEE sets up a community tariff quota for 3,000 tonnes of ferro-chromium containing by weight 0.1 per cent of carbon and more than 30 per cent but not more than 90 per cent inclusive of chrome (common customs tariff No. ex 73.02 E1) at a nil rate of duty. This has been allocated on the following basis:

Germany	168 tonnes
France	7 tonnes
Italy	2,482 tonnes
Netherlands	90 tonnes
Belgo-Luxembourg Economic Union	253 tonnes

Decision No. 68/135/CEE sets up a community tariff quota of 130,000 tonnes for unwrought aluminium (common customs tariff No. 76.01A) at a 5 per cent rate of duty. 110,000 tonnes of this quota have been allocated on the following basis:

Germany	68,370 tonnes
Belgium	9,750 tonnes
France	3,360 tonnes
Italy	18,310 tonnes
Luxembourg	1,650 tonnes
Netherlands	8,560 tonnes

The remaining 20,000 tonnes will be available to member countries who use 90 per cent or more of their original quotas. Details of the method of allocation and of the conditions attached to the whole quota are available from Export Services Branch at the address given below.

Decision No. 68/136/CEE sets up a community tariff quota for 10,000 tonnes of unwrought magnesium (common customs tariff No. 77.01A) at a nil rate of duty. This has been allocated on the following basis:

(a) In so far as it concerns unwrought magnesium containing by weight more than 99.7 per cent of pure magnesium.

Germany	220 tonnes
France	5 tonnes
Italy	5 tonnes
Netherlands	170 tonnes
Belgo-Luxembourg Economic Union	250 tonnes

(b) In so far as it concerns unwrought magnesium containing

by weight 99.7 per cent or less of pure magnesium.

Germany	9,255 tonnes
France	50 tonnes
Italy	5 tonnes
Netherlands	25 tonnes
Belgo-Luxembourg Economic Union	15 tonnes

Decision No. 68/137/CEE sets up a community tariff quota for 750,000 tonnes of newsprint (common customs tariff No. 48.01A) at a nil rate of duty. This has been allocated on the following basis:

Germany	495,000 tonnes
France	108,000 tonnes
Italy	3,750 tonnes
Netherlands	89,250 tonnes
Belgo-Luxembourg Economic Union	54,000 tonnes

Decision No. 68/138/CEE sets up a community tariff quota for 500 tonnes of unbleached linen thread (excluding waste thread) measuring in kilogrammes 30,000 metres or less, intended for the manufacture of spun or twisted yarn for the footwear industry and for binding cables (common customs tariff No. ex 54.03 BIa) at a 3 per cent rate of duty for the period January 1, 1968, to June 30, 1968, and at a 2.6 per cent rate of duty for the period July 1, 1968, to December 31, 1968. 275 tonnes of this quota have been allocated on the following basis:

Germany	253 tonnes
France	5 tonnes
Italy	7 tonnes
Netherlands	5 tonnes
Belgo-Luxembourg Economic Union	5 tonnes

The remaining 225 tonnes will be available to member countries who use 90 per cent or more of their original quotas.

Details of the method of allocation and of the conditions attached to the whole quota are available from Export Services Branch at the address given below.

The French texts of the above Decisions are available on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

Further translations of EEC and EURATOM regulations

THE FOLLOWING further translations of EEC and EURATOM Regulations are now available from HMSO, 49 High Holborn, London, W.C.1, and branches. To obtain copies of these regulations by post, orders and remittances, including postage, should be addressed to HMSO, PO Box 569, Cornwall House, London, S.E.1.

Regulation	Description	Price
342/67	Altering the corrective amount applicable to the refund on cereals	8d. (11d.)
423/67	6/67 EURATOM. Determining the emoluments of Members of the EEC and EAEC Commissions and of the High Authority who have not been appointed Members of the Single Commission of the European Communities	8d. (11d.)
439/67	Fixing the refunds for cereals and certain categories of wheat or rye flour, groats and meal	8d. (11d.)
440/67	Amending Regulation No. 318/67 fixing an additional amount for certain products in the egg sector	8d. (11d.)
445/67	Fixing the levies in the olive oil sector	8d. (11d.)
453/67	Fixing the bonuses to be added to the levies on cereals and malt	10d. (1s. 1d.)
455/67	Amending the levies applicable to the import of processed products based on cereals	10d. (1s. 1d.)
581/67	Fixing the levies applicable to cereals and wheat or rye flour, groats and meal	10d. (1s. 1d.)
625/67	Fixing refunds on cereals and certain categories of wheat or rye flour, groats and meal	10d. (1s. 1d.)
630/67	Fixing the amounts of the variable components applicable during the fourth quarter of 1967 to imports into Member States of goods to which Regulation No. 160/66 applies	5s. 3d. (5s. 8d.)
671/67	Fixing the premiums to be added to levies on cereals and malt	10d. (1s. 1d.)
674/67	Fixing the levies applicable to rice and brokens	8d. (11d.)
683/67	Fixing the levies applicable to cereals and wheat or rye flour, groats and meal	8d. (11d.)
708/67	Fixing the levies applicable to cereals and wheat or rye flour, groats and meal	8d. (11d.)
716/67	Fixing the levies applicable to cereals and wheat or rye flour, groats and meal	8d. (11d.)

Rules of competition

THE *Board of Trade Journal* dated June 16, 1967 (page 1579) contained an announcement about a request for a negative certificate of clearance made by the European association of manufacturers of plaster and plaster products, Eurogypsum, of Geneva. The negative certificate of clearance has now been granted, details of which were announced in **Decision No. 68/128/EEC.**

The French text of this Decision was published in the *Journal Official des Communautés Européennes* No. L57 dated March 5, 1967 and may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course an unofficial translation will be published in the *Board of Trade Journal*.

Trade between Turkey and the EEC

THE *Board of Trade Journals* dated January 19, 1968 (pages 204 and 205) and January 26, 1968 (page 279) contained announcements about a trade agreement between Turkey and the European Economic Community.

The following further Regulation relating to this trade agreement has been published in the *Journal Officiel des Communautés Européennes* No. L54 dated March 2, 1968.

Regulation (CEE) No. 253/68 fixes the methods of application of an import system for fresh oranges, fresh clementines and mandarins and fresh lemons, originating in and coming from Turkey.

The French text of the above Regulation may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course an unofficial translation of this Regulation will be published by HMSO.

Imports from non-member countries into the EEC: Corrigendum

THE *Board of Trade Journal* dated February 9, 1968 (page 348) contained an announcement about imports from non-member countries into the European Economic Community.

In the table setting out the Decisions, the period of validity for heading No. Ex 07.01. 0, cucumbers, should be amended to read 'Until the introduction of a common import system for fruit and vegetables on December 31, 1968', not July 1, 1968, as stated.

Common organzation of the market for cereals

THE *Board of Trade Journal* dated March 15, 1968 (page 869) contained an announcement about the common organization of the market for cereals.

The text of the following Regulation which also affects trade in this sector has been published in the *Journal Official des Communautés Européennes*.

Regulation (CEE) No. 279/68 modifies Regulation (CEE) No. 242/68 (see *Board of Trade Journal* referred to above) which fixes refunds for processed feedstuffs with a cereal or rice base (*Journal Officiel* No. L60 dated March 8, 1968).

The text of correctives to the following Regulations, details of which were published in the *Board of Trade Journal* of March 15, have also appeared in the *Journal Officiel* as indicated below.

Regulation (CEE) No. 241/68 (Annex I) which fixes the levies applicable to imports of processed animal feedstuffs with a cereal or rice base (*Journal Officiel* No. L58 dated March 6, 1968).

Regulation (CEE) No. 242/68 as referred to above (*Journal Officiel* No. L60 dated March 8, 1968)

Regulation (CEE) No. 252/68 (Annex) which modifies the levies applicable to imports of processed products with a cereal or rice base (*Journal Officiel* No. L60 dated March 8, 1968).

The French text of the above Regulations and correctives may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course unofficial translations of the Regulations will be published by HMSO.

(EEC, *continued on next page*)

EEC, *continued*

Imports from non-member countries to the EEC

ARTICLE 115 of the Treaty of Rome provides that any member of the European Economic Community can, in cases of commercial or economic difficulties arising from the carrying out of the commercial policies of the community, be authorized by the Commission to take protective measures. This provision has been invoked by member countries to except certain products from the general rules, contained in Articles 9 and 10 of the Treaty of Rome, concerning Community treatment in the EEC for goods imported from non-member countries on further movement from the original importing member state to another member state.

The *Board of Trade Journal* dated March 17, 1967 (page 738) contained a list of the products which, at January 1, 1967, were the exceptions to the general rules referred to above and would not benefit from Community treatment when imported from another member state, even though they may be accompanied by a Circulation Certificate issued under the conditions set out in the notice appearing on page 1528 of the *Board of Trade Journal* of December 30, 1960. Details of the additions and amendments made to this list since January 1, 1967, have also been published in the *Board of Trade Journal*.

The EEC authorities have now issued a revised list of the products which do not benefit from Community treatment. This appeared in the *Journal Officiel des Communautés Européennes* No. C15 dated March 1, 1968, and summarizes the position at February 1, 1968. The following is a translation of this list. Readers are, however, reminded that it is authentic only in the official languages of the Community. The French text may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

Common Tariff No.	Products	Countries of origin	Period of Exception
GERMANY			
03.01 A II (b)	Carp, fresh, frozen or chilled	Yugoslavia	May 15, 1968.
09.01 A I (a)	Coffee, not roasted, or freed of caffeine	All countries, except the African and Malagasy States and Overseas Countries and Territories associated with the EEC(1)	Date of next approximation of Benelux custom duties to the common customs tariff.
Ex 24.01	Tobacco leaves, unstripped; tobacco refuse	All countries except Greece	Date of next approximation of customs duties to common customs tariff.
28.28 ex M	Antimony oxides	Hungary, China, Poland, Rumania, Czechoslovakia, U.S.S.R.	December 31, 1968.
Ex 59.04	Twine, cordage, ropes and cable, plaited or not, of hemp	East bloc countries and Yugoslavia	Until further notice.
Ex 64.01	Footwear with outer soles and uppers of rubber	East bloc countries	Until further notice.
Ex 69.11 A and B	Tableware and other articles for domestic purposes, of porcelain	Peoples Republic of China	March 31, 1968.
69.13 B and ex C	Statuettes, fancy goods, articles used for furnishing, ornamentation or decoration, of porcelain, of faience and of other ceramic materials	Peoples Republic of China	March 31, 1968.
73.02 C	Ferro-silicon	U.S.S.R.	Until further notice.
84.41 A	Sewing machines for domestic use	Japan	Until further notice.
BELGIUM			
Ex 08.04	Grapes, fresh	Third countries	Until further notice.
Ex 81.04 I J I	Antimony, unwrought	East bloc countries, Peoples Republic of China	Until further notice.
Ex 69.07	Small unglazed paving, hearth and wall tiles, excluding those of common pottery	Japan	July 1, 1968.
Ex 69.08	Other small paving, hearth and wall tiles, excluding those of common pottery	Japan	July 1, 1968.
FRANCE			
01.01 A II	Live horses, intended for slaughter	Hungary and Poland	Until further notice.
01.04 A I (b)	Live sheep	All third countries (1)	December 31, 1968.
02.01 A IV	Meat of sheep, fresh or frozen	All third countries (1)	December 31, 1968.
Ex 07.01	Green vegetables, fresh or chilled	Bulgaria, Chile, Ethiopia, Rumania	Until further notice.
07.01 D I (a) and (b)	Cabbage lettuce	Spain	July 1, 1968.
07.01 F II and III	Haricot and other leguminous vegetables (excluding peas) whether or not in the shell, fresh or chilled	Sudan	Until further notice.
Ex 07.01 H	Onions, fresh or chilled	Poland	Entry into force of a common market regulation.
Ex 07.01 H	Onions, fresh or chilled	Egypt, Hungary	Until further notice.
07.01 ex O	Cucumbers	Spain	December 31, 1968.
07.05 ex A	Assorted dried beans	All third countries	July 1, 1968.
09.01 A I (a)	Coffee, not roasted or freed of caffeine	All countries except the African and Malagasy States and the Overseas Countries and Territories associated with the EEC	Date of next approximation of Benelux customs to the common customs tariff.
09.01 A II	Coffee, roasted	All third countries	Until further notice.
Ex 16.04 B	Prepared or preserved salmonidae, in airtight containers, in cans, glasses, jars, tubes and the like	U.S.S.R.	Until further notice.
Ex 16.05	Crustaceans and molluscs, prepared or preserved	Hong Kong (2)	July 1, 1968.
Ex 29.15 C II (a)	Dimethyl terephthalate	United States	Until further notice.
62.05 ex A	Synthetic organic dyestuffs excluding insoluble mono-azo pigment dyestuffs and black poly-azo dyestuffs	Japan	March 31, 1968.
Ex 62.03	Sacks and bags of a kind used for the packing of goods, empty	Argentine	Until further notice.
69.08	Other small paving hearth and wall tiles, excluding those of common pottery	Japan	July 1, 1968.
85.10 ex B	Portable electric lamps	Hong Kong	July 1, 1968.
Ex 90.05	Refracting telescopes, binocular, prismatic or not, and monocular, prismatic	Japan	Until further notice.
90.12	Optic microscopes, consisting of equipment for microphotography, microcinematography and microprojection	Japan	July 1, 1968.
Ex 90.28 B	Electrical measuring, checking, analyzing or automatically controlling instruments and apparatus	Japan	June 30, 1968.
97.03	Other toys; working models of a kind used for recreational purposes	Japan	July 1, 1968.
ITALY			
Ex 08.01 B	Bananas, fresh	All third countries	Until further notice.
09.01 A (a)	Coffee, not roasted, or freed of caffeine	All third countries except the African and Malagasy States and the Overseas Countries and Territories associated with the EEC (1)	Date of next approximation of Benelux customs duties to the common customs tariff.
16.04 B, C, D, E	Prepared or preserved fish (excluding caviar and caviar substitutes)	Japan	Until further notice.
Ex 20.07	Concentrated grape must	Algeria	Until further notice.
28.01 C	Bromine	East bloc countries, Israel	Until further notice.
28.01 D	Iodine	East bloc countries	Until further notice.
Ex 28.13 F	Bromine derivatives	Israel	Until further notice.
28.33	Bromides and oxybromides; bromates and perbromates; hypobromates	East bloc countries	Until further notice.
Ex 28.47 B II	Sodium bicromate	East bloc countries	July 1, 1968.
29.02 A III	Bromides and polybromides	East bloc countries, Israel	Until further notice.
29.02 A IV	Iodides and polyiodides	East bloc countries	Until further notice.
29.02 A V	Mixed derivatives of bromine or iodine	East bloc countries	Until further notice.
29.14 A IV	Bromoacetic acids, their salts and esters	East bloc countries	Until further notice.
29.34 A	Tetraethyl-lead	United Kingdom	Until further notice.
33.01 A ex I	Essential oils of orange, not terpeneless	United States	June 30, 1968.
37.02	Film in rolls, sensitized, unexposed, perforated or not	Japan, East bloc countries	Until further notice.

Common Tariff No.	Products	Countries of origin	Period of Exception
38.14 A	Anti-knock preparations based on tetraethyl-lead	United Kingdom	Until further notice.
45.01	Natural cork, unworked, crushed, granulated or ground; waste cork	Spain, Portugal	Until further notice.
45.02	Natural cork, in blocks, plates, sheets, or strips (including cubes or square slabs, cut to size for corks or stoppers)	Spain, Portugal	Until further notice.
Ex 48.01 E II	Unhardened, unsized paperboard, of the natural colour of the stock, made from mechanical pulp with a basis of low quality papers (chipboards and the like), of vegetable fibres prepared by a mechanical process or of semi-chemical pulp	Czechoslovakia	Until further notice.
50.02	Raw silk (not thrown)	Japan	Until further notice.
50.04	Silk, yarn, not put up for retail sale	Japan	Until further notice.
50.07	Silk yarn and yarn spun from noil or other waste silk, put up for retail sale	Japan	Until further notice.
50.09	Woven fabrics of silk or of waste silk other than noil	Japan, East bloc countries	Until further notice.
Ex 69.07	Unglazed setts, flags and paving, hearth and wall tiles, of faience or fine pottery	Japan, East bloc countries	Until further notice.
Ex 69.08	Glazed setts, flags and paving, hearth and wall tiles, of faience or fine pottery	Japan, East bloc countries	Until further notice.
69.10 A	Sinks, wash basins, bidets, water closet pans, urinals, baths and like sanitary fittings of porcelain	Japan, East bloc countries	Until further notice.
69.11	Tableware and other articles of a kind commonly used for domestic or toilet purposes of porcelain	Japan, East bloc countries	Until further notice.
70.04	Unworked cast or rolled glass (including wired or flashed glass) in rectangles	East bloc countries	Until further notice.
70.05	Unworked drawn or blown glass called 'verre à vitres' (including flashed glass) in rectangles	East bloc countries	Until further notice.
70.06	Cast or rolled glass and 'verre à vitres' (including flashed or wired glass) in rectangles, surface ground or polished, but not further worked	East bloc countries	Until further notice.
70.07	Cast or rolled glass and 'verre à vitres' (whether or not surface ground or polished) cut to shape other than rectangular shape, or bent or otherwise worked (bevelled, engraved, etc.); multiple-walled insulating glass; leaded lights and the like	East bloc countries	Until further notice.
81.04 I J I	Antimony unwrought; waste and scrap	East bloc countries	Until further notice.
Ex 84.41 A	Sewing machines (for woven fabrics, leather footwear, etc.) and parts thereof excluding furniture specially designed for sewing machines	Japan, East bloc countries	Until further notice.
84.52 A, B, ex C	Calculating machines; accounting machines, cash registers	Czechoslovakia	Until further notice.
Ex 84.55 C	Parts and accessories of calculating machines, accounting machines and cash registers	Czechoslovakia	Until further notice.
85.03	Primary cells and primary batteries	Japan	July 1, 1968.
Ex 85.15 A III	Radio receivers with transistors	Japan	Until further notice.
Ex 85.21 C	Transistors	Japan	Until further notice.
Ex 85.24 C	Electrodes, of carbon or graphite, for electric ovens	Japan	Until further notice.
90.05	Refracting telescopes (monocular and binocular), prismatic or not	Japan, East bloc countries	Until further notice.
Ex 90.07 A	Photographic cameras of a value not exceeding thirty dollars, excluding those for aerial photography; parts and accessories for such cameras	Japan, East bloc countries	Until further notice.
Ex 97.03	Other toys and working models of a kind used for recreational purposes excluding: toy arms; flying model aeroplanes and gliders; toy projection apparatus (cinematographs, magic lanterns and the like); toy musical instruments; parts and accessories for such toys and working models of a kind used for recreational purposes.	Japan	Until further notice.
LUXEMBOURG			
Ex 69.07	Small unglazed paving, hearth and wall tiles, excluding those of common pottery	Japan	July 1, 1968.
Ex 69.08	Other small paving, hearth and wall tiles, excluding those of common pottery	Japan	July 1, 1968.
Ex 81.04 I J I	Antimony, unwrought	East bloc countries, Peoples Republic of China	Until further notice.
NETHERLANDS			
Ex 69.07	Small unglazed paving, earth and wall tiles, excluding those of common pottery	Japan	July 1, 1968.
Ex 69.08	Other small paving, hearth and wall tiles, excluding those of common pottery	Japan	July 1, 1968.
Ex 81.04 I J I	Antimony, unwrought	East bloc countries, Peoples Republic of China	Until further notice.

(1) Last country of exportation: Benelux countries.

(2) In Decision No. 68/49/CEE, which authorizes this exception, the country of origin appears as 'third countries, with the exception of the African and Malagasy States and overseas countries and territories of the EEC (see *Board of Trade Journal* dated February 9, 1968, page 348).

Trade in cereal based animal feedstuffs

THE *Board of Trade Journal* dated March 15, 1968 (page 869) contained an announcement about the common organization of the market for cereal based animal feedstuffs.

The text of the following Regulation which also affects trade in this sector has been published in the *Journal Officiel des Communautés Européennes*.

Regulation (CEE) No. 279/68 modifies Regulation (CEE) No. 242/68 (see *Board of Trade Journal* referred to above) which fixes refunds for processed feedstuffs with a cereal or rice base (*Journal Officiel* No. L60 dated March 8, 1968).

The text of correctives to the following Regulations, details of which were published in the *Board of Trade Journal* of March 15, 1968, have also appeared in the *Journal Officiel* as indicated below.

Regulation (CEE) No. 241/68 (Annex I), which fixes the levies applicable to imports of processed animal feedstuffs with a cereal or rice base (*Journal Officiel* No. L58 dated March 6, 1968).

Regulation (CEE) No. 242/68 as referred to above (*Journal Officiel* No. L60 dated March 8, 1968).

The French text of these Regulations and correctives may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course unofficial translations of the Regulations will be published by HMSO.

(EEC, *continued on next page*)

ECGD LOCAL ADDRESSES

The address of the Export Credits Guarantee Department is 59 *Gresham Street, London, E.C.*2 (606 6699). *The department has* 19 *local offices in various parts of the United Kingdom. A list is given in the February* 9 *issue of the* Board of Trade Journal.

Why not enter the COMMON MARKET with your OWN sales-organization?

DIRECTOR OF SALES (Dutch Nationality) speaking fluently English, German, French and Dutch with broad experience in establishing successful sales-organizations in BENELUX, GERMANY and FRANCE, excellent marketing and organizational background with well-known continental companies in consumer goods (electrical) and capital goods, wants to promote and organize sales in COMMON MARKET for British Manufacturers willing to enter EEC.

Offers only to be considered from manufacturers who want to establish and invest money in their own European sales-organization and preparing their continental market on a long-term sales-policy.

Box No. S6685, Board of Trade Journal, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1.

EEC, *continued*

Common organization of the market for rice

THE *Board of Trade Journal* dated March 15, 1968 (page 869) contained an announcement about the common organization of the market for rice.

The text of the following Regulation which also affect trade in this sector has been published in the *Journal Officiel des Communautés Européennes*.

Regulation (CEE) No. 279/68 modifies Regulation (CEE) No. 242/68 (see *Board of Trade Journal* referred to above) which fixes refunds for processed feedstuffs with a cereal or rice base (*Journal Officiel* No. L60 dated March 8, 1968).

The text of correctives to the following Regulations, details of which were published in the *Board of Trade Journal* of March 15, 1968, have also appeared in the *Journal Officiel* as indicated below.

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Regulation (CEE) No. 242/68 as referred to above (*Journal Officiel* No. L60 dated March 8, 1968).

Regulation (CEE) No. 252/68 (Annex) which modifies the levies applicable to imports of process products with a cereal or rice base (*Journal Officiel* No. L60 dated March 8, 1968).

The French text of these Regulations and correctives may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course unofficial translations of the Regulations will be published by HMSO.

Common organization of the market for live plants and floriculture products

THE *Journal Officiel des Communautés Européennes* No. L55 dated March 2, 1968, contains the text of **Regulation (CEE) No. 234/68** which sets up the common organization of the market for live plants and floriculture products as from July 1, 1968.

An unofficial translation of this Regulation, which will affect all the products falling within Chapter 6 of the Common Customs Tariff, will be published in the *Board of Trade Journal* in due course.

The French text of the above Regulation may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

As part of their export drive Duckhams Oils, Kent, held an international conference which was attended by agents from eight European countries. One of the subjects discussed was local blending and filling, and the picture shows the visitors at the Duckhams Q20-50 quart can line in the company's Southern Area Filling Plant, Hounslow, Middlesex. The success of the conference was such that Duckhams intend to make it an annual event, the location moving in turn to each of the principal European cities. Duckhams products are exported to 39 countries, and during 1967 sales showed an increase of 53 per cent over the previous year.

FRANCE

Imports of fish from Britain under negotiated quotas

THE LIST of quotas for imports into Metropolitan France and the French Overseas Departments and Territories from the United Kingdom for 1968 is published on page 927. The French *Journal Officiel* of March 7 announced the opening of two of these quotas as follows:

Quota	Tariff No.	Products
1	Ex 03.01	Fish, fresh, chilled or frozen; the amount of the quota now opened is half the annual quota for 1968. Import licence applications must be accompanied by a pro-forma invoice in duplicate, dated, issued by the British exporter, bearing the stamp and signature and specifying in full the types and qualities of the fish.
2	03.02 B II a ex 2	Fillets of smoked cod; the amount of the quota, now opened is one quarter of the annual quota for 1968.

Import licence applications on Form AC and accompanied by pro-forma invoices must reach the Direction Générale des Douanes et Droits Indirects, Division des Autorisations Commerciales (Importation), 8 rue de la Tour-des-Dames, Paris, 9e, before 11.30 a.m. on March 25, 1968, when they will be examined simultaneously.

Applications for licences may include all types of fish in the above table under their respective headings. (For species of fish originating in and imported from all countries other than member countries of the European Economic Community, there are certain minimum price regulations, details of which were published in the *Board of Trade Journal* of March 8, page 796.)

The full French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E.59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288).

Minimum price regulations for fish

THE FRENCH *Journal Officiel* of March 5 announced that the following amendment should be made to their notice concerning minimum price regulations for fish published in the *Board of Trade Journal* of March 8, page 796, with effect from March 9.

The list should now read:

Tariff No.	Product	Minimum price per quintal	Period of application
03.01 B I ex c	Plaice (flounder); fresh (live or dead), chilled or frozen, whole, headless or sliced	100	Until Feb. 15, 1969

Footnote (1) is deleted.

The full French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288).

Modifications to French customs tariff

THE FRENCH *Journal Officiel* of February 29 announced that the following amendments to the French customs tariff set out in Annex I and II of Decree No. 67.1194 of December 21, 1967, published in the *Board of Trade Journal* of February 9, page 435, will be in force from March 1, 1968.

Tariff No.	Description	Tariff rate per cent
38.07 A	Spirits of turpentine	3%
38.08 A	Rosin (including resinous pitch)	8·1%

The full French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288).

INDEX INQUIRIES

Inquiries about the detailed contents of the JOURNAL *(dates on which particular articles, etc., were published) should for convenience be made to the Board of Trade Library* (01-222 7877, *Ext,* 3038) *who compile the half-yearly index to the* JOURNAL.

IRISH REPUBLIC

Foot and mouth disease precautions

THE MINISTER for Agriculture and Fisheries in the Irish Republic has announced further modifications in the precautionary import regulations and controls against the introduction of foot and mouth disease there. (See *Board of Trade Journal* of December 1, 1967, page 1428.) The modifications, which are on the basis that there has not been an outbreak in Britain since February 21 and that this improvement in the position will be maintained, are as follows:

1. Cars and other vehicles – Restrictions on imports of cars and other vehicles from Britain will be removed as from March 13. They will, however, continue to be subject to disinfection at the point of entry. No meat or meat products of any kind may be brought in any vehicle.

2. Dogs and cats – Licences to bring dogs and cats from Britain will be issued where the Department's veterinary officers are satisfied that there is no disease risk involved having regard to the circumstances in each case.

3. Horses – As from March 13 applications for licences will be considered by the Department for the importation of horses from Britain provided that during the 21 days immediately preceding the date of importation they have not been located in an infected area in Britain and that they have not been on any building or land on which cattle, goats, sheep, all other ruminating animals or pigs were present or to which such animals had access at the time when the horse was on such building or land.

As from the same date 'horses' will be removed from the definition of 'animals' in the Foot and Mouth Disease (Restriction on the Movement of Persons) Order, 1968. This means that persons who have been in a building or on land in Britain on which only horses, and no other animals were present, will be free from any movement restriction on arrival in Ireland.

4. Greasy wool – Import licences will be granted for greasy wool which is of New Zealand or Australian origin and which has not been admixed in Britain with wool from any source. The wool must be imported into the Irish Republic in unopened original bales, and these bales must be thoroughly sprayed with disinfectant on arrival there.

5. Plants, shrubs, etc. – Imports will be permitted under licence where the Department's veterinary officers are satisfied that there is no disease risk involved. The licensing arrangement will be reviewed again at the end of March.

Inquiries relating to this notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Room E46, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 and 475).

Customs tariff changes

THE GOVERNMENT of the Irish Republic have made an Order entitled the Imposition of Duties (No. 169) (Customs Duties and Form of Customs Tariff) Order, 1968 (S.I. No. 55 of 1968), which amends, with effect from March 12, 1968, the rates of duty at tariff headings 44.13 and 87.02 (A) (2) (a) as follows:

Tariff heading	Licensing provision	Rate of duty				
		Full	Preferential	Special preferential	United Kingdom	Northern Ireland
44.13 Wood (including blocks, strips and friezes for parquet or wood-block flooring, not assembled), planed, tongued, grooved, rebated, chamfered, V-jointed, centre V-jointed, beaded, centre-beaded or the like but not further manufactured:						
(A) Conifer wood, of net finished thickness 1½ inches and over, planed, but not further manufactured	(a)	13·3%	13·3%	Nil	Nil	Nil
(B) Other	(a)	40%	40%	26·7%	21·3%	18·7%

The duty on completely assembled motor cars of a value of £1,300 or over of Canadian origin (at tariff heading 87.02 (A) (2) (a)) will be increased from 22.2 per cent to 75 per cent.

Inquiries relating to this notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 and 475).

CYPRUS

Control over movement of goods

THE *Board of Trade Journal* of October 22, 1965, page 993, gave notice that the supply to Turkish Cypriot areas of Cyprus of certain goods regarded as strategic materials was either restricted or prohibited.

The Board of Trade has now heard from the British High Commission in Nicosia that all such restrictions have been lifted as from March 8.

All inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, Room 309, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2642).

JORDAN

Customs tariff amendments

THE JORDANIAN *Official Gazettes* Nos. 2070 of January 25, 1968, and 2075 of February 10, 1968, have published the following amendments to the tariff:

Tariff No.	Article	Unit	Rate
2/2	Dead poultry and edible offals, fresh, chilled or frozen	*Ad val.*	1%
2/3	Poultry liver, fresh, chilled, frozen, salted or in brine	*Ad val.*	1%
2/4	Other meat and edible meat offals, fresh, chilled or frozen	*Ad val.*	1%
51/4	Woven fabrics of man-made fibres, etc.	*Ad val.*	45%
56/7	Woven fabrics of man-made fibres (discontinuous or waste)	*Ad val.*	45%

Both rulings come into effect from the date of publication in the *Official Gazette*.

All inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420).

(JORDAN, *continued on next page*)

Exports to the Middle East?

Yes... Year by year the oil-producing States of the Middle East are becoming increasingly worth-while markets for an ever-widening range of goods and services. *Your* product or expertise could be something we know is urgently wanted by someone in the region we serve.

Perhaps we can help you? Our knowledge of the business opportunities and market conditions in this area can be yours if you contact our Head Office or any of our branches.

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Associate in Libya: BANK OF NORTH AFRICA, Benghazi and Tripoli.

JORDAN, *continued*

Reduction in port charges at Aquaba

THE JORDANIAN Government has reduced the rates for the clearance of goods at the Port of Aquaba as from January 1968.

One of the aims of this measure is to offset the surcharges on cargoes coming round the Cape as a result of the continued closure of the Suez Canal.

The reductions of the rates for goods clearance at Aquaba are as follows:

(a) 50 per cent reduction in the commission of the shipping agency fees (calculated at 50 fils per ton).
(b) 10 fils per ton reduction in anchorage and wharfage dues.
(c) 500 fils per ton reduction in transport by road.
(d) 25 per cent reduction in lighterage and porterage fees (estimated at 175 fils per ton).
(e) 25 per cent reduction in the fees of clearing agents.

All inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2221).

NIGERIA

Import licensing: corrigenda

THE NIGERIAN Open General Import Licence (All Countries) No. 1 of 1964 (Amendment) Notice, 1968, published in the *Board of Trade Journal* of February 2, page 350; Open General Import Licence (Netherlands) No. 2 of 1964 (Amendment) Notice, 1968, and Open General Import Licence (Dollar Area) No. 4 of 1959 (Amendment) Notice 1968, published in the *Board of Trade Journal* of February 9, page 452, have been amended as follows:

Delete 'Footwear with uppers of leather and soles' and substitute 'Footwear'.

For 'Radio and radiogram, TV, tape recorders and gramophones' add statistical number 724-10.

For 'Common and toilet soap' add statistical number 554-12.

For 'Beads' delete statistical number 899-10 and substitute 665-83.

For 'Houseware of other ceramic materials other than china' delete statistical number 665-20 and substitute statistical number 666-50.

For 'Domestic utensils' delete statistical number 632-70.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 472).

Notice by the Board of Customs and Excise

GOVERNMENT NOTICE No. 269 issued by the Nigerian Board of Customs and Excise published in the Federal Republic of Nigeria *Official Gazette* dated February 22 announces, with effect from March 4, the following:

'Exemption from duty of goods of a charitable nature and gifts approved by the Federal Ministry of Finance.

It is hereby notified for general information that persons, bodies or organizations wishing to claim exemption from duty of Customs under paragraph 15 of Schedule 2 to the Customs Tariff Act 1965, No. 3, are required to submit an application to the Permanent Secretary, Federal Ministry of Finance, Mosaic House, Tinubu Square, Lagos, furnishing the following particulars:

(a) Name, address and other relevant details about the donor;
(b) Full details of the goods involved;
(c) Supporting evidence for the transaction;
(d) Name, address, and other relevant details about the recipient in Nigeria;
(e) How the recipient of the gift proposes to dispose of it.

Government Notice No. 1181 published in the *Board of Trade Journal* of August 4, 1967, page 296, is hereby cancelled.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 472).

REPUBLIC OF SOUTH AFRICA

Customs tariff changes

GOVERNMENT NOTICES R320 and R321, published in the Republic of South Africa Government *Gazette* of March 8, amend the Republic's customs tariff as follows:

I Tariff heading	II Statistical unit	III Rate of duty: General	IV Rate of duty: MFN	V Rate of duty: Preferential
320 General Note I				
By the insertion in General Note I after the expression 'R' means rand; of the expression 'S.A.E.' means Society of Automotive Engineers':				
82.03 By the substitution for tariff heading No. 82.03 of the following:				
82.03 Hand tools, the following: Pliers (including cutting pliers), pincers, tweezers, tinmen's snips, bolt croppers and the like; perforating punches; pipe cutters; spanners and wrenches (excluding tap wrenches); files and rasps:				
82.03.10 Double open end spanners of chrome vanadium steel, the following sizes: 6 mm. to 27 mm.; ¼ in. to 1 in. in S.A.E. sizes; and ¼ in. to 1⅛ in. in Whitworth sizes	no.	23%		20% (UK; Canada)
82.03.20 Double off-set ring spanners of chrome vanadium steel, the following sizes: 6 mm. to 27 mm.; ¼ in. to 1 in. in S.A.E. sizes; and ¼ in. to 1⅛ in. in Whitworth sizes . . .	no.	23%		20% (UK; Canada)
82.03.30 Combination off-set ring and open jaw spanners of chrome vanadium steel, the following sizes: 6 mm. to 26 mm.; ¼ in. to 1 in. in S.A.E. sizes; and ¼ in. to 1⅛ in. in Whitworth sizes	no.	23%		20% (UK; Canada)
82.03.40 Water pump pliers, 10 in. slip-joint and 10 in. channel-lock type . .	no.	23%		20% (UK; Canada)
82.03.50 Vice grips, 7 in. and 10 in.	no.	23%		20% (UK; Canada)
82.03.90 Other	no.	3%		Free (UK; Canada)
R.321				
84.62 By the substitution for tariff heading No. 84.62 of the following:				
84.62 Ball, roller or needle roller bearings:				
84.62.10 Single row radial ball bearings (excluding angular contact ball bearings) and single row tapered roller bearings, with an outside diameter of not less than 31 mm. but not exceeding 90 mm. . .	no.	30%		27½% (UK)
84.62.90 Other	no.	5%	3%	Free (UK)

Dumping duty

GOVERNMENT NOTICE R290, published in the Republic of South Africa Government *Gazette* of March 1, amends the Dumping Duty Schedule to the Customs and Excise Act, as follows:

I Item	II Tariff heading and description	III Rebate items	IV Territories
216.02	85.20 Electric filament lamps and electric discharge lamps, the following:		
	(3) Fluorescent lamps (excluding those with nominal current consumption of 1,500 milliamperes, cold cathode type with a length of 6 ft. or more and with a diameter not exceeding 1 in. and non-linear type)		USA
	By the addition of 'UK' in column IV.		

THE GAMBIA

Currency regulation

LEGAL NOTICE No. 4 of 1968, published in the *Gambia Gazette* of February 9, announced that the Gambia Currency Board has prescribed June 1, 1968, as the day on which coins of the West African Currency Board shall cease to be legal tender in The Gambia.

REPUBLIC OF TOGO

Tariff modifications

THE TOGO *Loi de finances* for 1968 was published in the Togolese *Journal Officiel* of December 12, 1967. Under one of the provisions of this law, which came into force on January 1, 1968, the rates of the fiscal import duty on certain commodities have been modified as follows:

Tariff number	Description	New rate of duty
Ex 33-06	Perfumery and shaving creams:	
	Other products:	
	not containing alcohol:	
	Perfumed lotions	25%
	Other	25%
	containing alcohol	25%
Ex 34.01	Soap:	
	Ordinary	20%
	Toilet or scented	25%
	Medicated	20%
Ex 48-01	Paper for newsprint and periodicals	10%
	Kraft paper in rolls or sheets (other than for the manufacture of paper yarn)	20%
	Paper and paperboard in rolls or sheets of which one surface is of straw	10%
48-08	Filter blocks and plaques of paper pulp	20%
48-16	Boxes, bags and other packing containers:	
	Of paper or corrugated paperboard	10%
	Other	20%
Ex 48-21	Boxes and plaques, socketed for the packing of eggs	10%
Ex 55-09	Other woven fabrics of cotton, containing at least 85% by weight of cotton: plain-, serge-, twill- or satin-woven:	
	Printed or the like: of 'fancy' type or the like	15%
	Other	15%
59-15	Textile hosepiping and similar tubing, with or without lining, armour or accessories of other materials	20%
59-16	Transmission or conveyor belts of textile material, whether or not in pieces, whether or not strengthened	20%
Ex 87-02	Motor vehicles (all types of engine) for the transport of goods:	
	Lorries specially built for the transport of highly radio-active materials	5%
	Other:	
	With spark-ignition or compression-ignition engines, with a cylinder capacity of:	
	Less than 3,000 c.c.	20%
	3,000 c.c. or more	15%
	With other engines	15%
87-04	Chassis fitted with engines, for motor vehicles falling within heading 87-01 to 87-03 inclusive	5%
Ex 87-05	Bodies (including cabs and chassis-bodies) for motor vehicles falling within heading 87-01 to 87-03 inclusive:	
	For the transport of goods (including tipping bodies)	20%
87-06	Parts and accessories of motor vehicles falling within heading 87-01 to 87-03 inclusive	20%

Inquiries about this notice should be made to Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

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MALAYSIA

Import control

THE MALAYSIAN GOVERNMENT *Gazette* dated February 22, 1968, published amendments to the Customs (Prohibition of Imports) (States of Malaya) Order, 1966, the Customs (Prohibition of Imports) (Sabah) Order, 1967, and the Customs (Prohibition of Imports) (Sarawak) Order, 1967, by adding thereto the following new items:

665 120	Glass inners for vacuum flasks or other vacuum vessels and blanks therefor	All countries
899 971	Vacuum flasks and other vacuum vessels, complete with cases	All countries

This means that the importation of the goods specified in the first and second columns and originating from the country shown in the third column of the above schedule are prohibited, except under and by virtue of an import licence granted by or on behalf of the Comptroller-General of Customs and subject to such conditions as may be specified in such licence.

Notice to West Malaysian Importers No. 2 of 1968, dated March 4, 1968, further announces that the above goods are subject to quantitative restriction when imported into the Principal Customs Area of the States of Malaya and into Penang Island.

Importers are required to prove their import performance in 1967 within one month of the issue of the notice, and those without such proof will not be allowed to import the above mentioned goods.

Import licences will be issued on a quarterly basis, and will be restricted to quotas for the respective items. The first quarterly period will commence on February 29, 1968, and end on May 29, 1968.

Vehicle quotas

THE MALAYSIAN Ministry of Commerce and Industry announced on February 29, 1968, that the import quota for passenger cars for the next quota period beginning March 1, 1968, and ending on August 31, 1968, will be 55 per cent of the previous quota (which was 50 per cent of 1966 sales). For commercial vehicles with a payload of not more than 30 cwt. the import quota for the next period will be 40 per cent, and motor cycles 80 per cent. of the actual sales of 1966. There is no quota for motor scooters, as the Ministry of Commerce and Industry say that the two local assembly plants can cater for the whole market requirement.

Stocks held by importers as at March 1, 1968, which are in excess of one and a half months' sales, or 10 per cent of actual sales of 1966, whichever is the lower, will be deducted from their quota.

SINGAPORE

Pioneer Industries

THE BOARD OF TRADE have been informed by cable of a proposal by the Singapore Government to declare the following industries and products to be Pioneer Industries and Pioneer Products under the Economic Expansion Incentives (Relief from Income Tax) Act, 1967:

Industries	Products
1. Metal working	Plumbers' brassware.
2. Metal working	Pumps and blowers.

This notice means that it has been represented to the Minister of Finance that the development or establishment of these industries in Singapore should be encouraged. Firms to which Pioneer Certificates are granted will enjoy the benefit of exemption from income tax for a period of from two to five years, depending on the amount of capital invested in Singapore.

Any person may object to the making of the proposed order by giving notice in writing to the Minister of Finance, Singapore, before April 15, 1968, of his objections and of the grounds on which they are based.

An order for eight Ford 2000 tractors fitted with petrol engines has been placed by Father P. J. McGlinchey during his recent tour of the Ford Tractor Plant at Basildon. Father McGlinchey, representing the Missionary Society of St. Columban, is responsible for the Isidore farming development of the tiny island of Cheju-Do, situated off the southern tip of Korea. After several years of operating a varied tractor fleet, they have decided to standardize on Ford, and the 2000 model has answered all their problems. Repairs will be carried out in the mission workshops and parts supplied through the Ford distributor in Japan. The whole order for tractors and implements, worth over £10,000, will be shipped during March via Pusan, on the mainland of South Korea. The picture shows Father McGlinchey seated on a Ford 2000 clinching the deal with Ford's export sales manager, Mr. Peter Tong.

Since Kingsmead Carpets were acquired by the Guthrie Corporation Limited, in December 1966, exports have risen substantially. In 1967 exports represented 27 per cent of the company's turnover, an increase of 45 per cent in money value because of the larger quantities and higher qualities of Kingsmead carpets exported. Twenty export markets are now being developed including France, Austria, Switzerland, the Middle East, East Africa, Indonesia, Malaysia and particularly Sweden, Norway and Denmark. The picture shows (left), Mr. Kenneth Dahlström, director, Bröderna Dahlström of Gothenberg, Kingsmead's agents in Sweden, with two Swedish carpet buyers at a reception at the Kingsmead Carpet Centre, London, during the recent Carpex '68 exhibition.

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address,

CEYLON

Tariff amendments

THE *Board of Trade Journals* of June 9, 1967 (page 1521), and July 28, 1967 (page 244), gave notice of changes in the Ceylon Customs Tariff. The Board of Trade has now received a copy of the Ceylon Government *Gazette Extraordinary* No. 14,789/16 of February 18, 1968. This *Gazette* contains a further Customs notification, the effect of which is to make minor amendments to the lists of Group One, Two and Three industries and to the list of excluded items which were published in the *Journal* on June 9 and July 28, 1967. The notification reads as follows:

'The attention of all importers is drawn to the following item in the Tariff:

	Preferential Tariff	General Tariff
"Specified Industries:		
Raw materials including components (other than containers and packing materials) imported on Actual User Licences, for use in such industries as may be specified by notification published in the *Gazette* by the Principal Collector of Customs in consultation with the Director of Industrial Development.		
Group One Industries	Free	Free
Group Two Industries	5%	15%
Group Three Industries ...	20%	30%
These concessionary rates of duty will not apply to any item included in the list of excluded items which may be notified in the *Gazette* by the Principal Collector of Customs in Consultation with the Director of Industrial Development."		

In consultation with the Director of Industrial Development, I hereby notify:

(1) The Industries specified in Group One, Group Two and Group Three.

(2) The List of Excluded Items.

Customs Notification No. 3 (General) in *Gazette Extraordinary* No. 14,754/1 of Friday, June 23, 1967 (*Board of Trade Journal*, July 28, 1967) is hereby cancelled.

HM Customs,
Colombo, February 18, 1968.

V. P. VITTACHI,
Principal Collector of Customs.

Group One

Agricultural machinery including tractors, disctillers, hay balers, maize shellers, monkey grabbers, monkey jacks, paddy winnows, reapers, reaper binders, selfpropelled combined harvesters, threshers, tractor harrows, tractor manure machines and distributors, tractor ploughs, tractor seed drills, tractor hay mowers, billhooks, earth augers, mattocks and scythes and parts thereof
Agricultural implements and tools including water pumps
Artificial dentures
Atomisers, sprayers and equipment and parts thereof
Audiometers and hearing aids
First aid outfits
Fishing equipment and component parts thereof
Incubators and parts thereof
Infants' and invalids' foods other than milk foods
Condensed milk and spray dried milk
Infants' feeding bottles
Invalid chairs
Poultry farming apparatus
Sports materials
Teats (feeding bottle) wholly or mainly of rubber
Outboard motors
Marine diesel engines and spare parts thereof

Group Two

Preserving of meat
Manufacture of dairy products
Canning and preserving of fruits and vegetables
Canning and preserving of fish and other sea foods
Manufacture of grain mill products
Sugar refining
Cocoa, cocoa butter and cocoa liquor
Margarine
Yeast
Spinning, weaving and finishing including warp knitting and hosiery
Acetic acid
Caustic soda
Chlorine
Bleaching powder
Fertilizer
Hydrochloric acid
Industrial alcohol (methylated spirits)
Dissolved acetylene
Oxygen
Tanning extract manufacture
Vegetable and animal oils and fats
Agricultural chemicals (insecticides, fungicides, weedicides, pesticides)
Glycerine
Ink (writing, printing, stencilling, &c.)
Matches
Pharmaceuticals
Wood preservatives
School chalk
Tanning and leather finishing
Rubber products
Manufacture of plywood
Manufacture of wood, n.e.s.
Pulp, paper and paperboard (manufacture)
Multi wall paper sacks
Petroleum
Glass bottles and containers
Sheet glass
Glassware
Pottery, china and earthenware
Cement
Refining of mineral sands
Products from graphite (excluding pencil lead)
Salt
Iron and steel – basic industries
Non-ferrous metal – basic industries
Manufacture of metal products
Tea machinery
Rubber machinery
Oil pressing and refining equipment
Rice hullers, coffee grinders, &c.
Accessories for textile machinery, e.g., reeds, &c.
Boat building
Brake and clutch linings
Silencer manufacture
Radiator manufacture
Springs for motor vehicles
Motor spares, not elsewhere specified
Electric wires and cables
Electric motors
Electric lighting accessories, e.g., lamp holders, switches, plugs, &c.
Surgical instruments
Laboratory equipment
Plastic pipes and fittings
Polythene films
Fountain pens and parts
Ball point pens and parts
Pen nibs
Pencils and pencil lead
Crayons
Carbon paper
Typewriter ribbons
Rubberised fibre

Group Three

All industries other than those specified in Group One and Group Two above, which import industrial raw materials and components on Actual User Licences.

List of excluded items

Nuts, fruit juice concentrates and preparation of fruit other than pectin
Balunga
Beedy leaves
Bird seed including millet
Boots and shoes – semi-finished, viz: leather uppers and cut leather insoles lined with other materials
Camphor
Chicory
Coffee beans
Cutch
Distempers
Medicinal herbs and other ingredients used in indigenous medicines
Asafoetida including hinja
Gorochena
Musk
Flavouring essences including powder and oil
Glass beads including imitation pearls

(*Continued on next page*)

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Of course, your questions may not be about the length of an oil drilling lease, the cost of air freight from Broken Hill to Melbourne or the advantages of a proprietary limited company. You may just want to know how hot it gets in Adelaide or what to tip a cab driver in Christchurch. We can answer that, too, in a little book we call 'The Business Man's Guide'. The big questions are answered in many other specific booklets, all available free.

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CEYLON, *continued*

Gold leaf
Jari goods, imitation jari goods, spangles and goldplated and silver-plated ware and thread
Leather and artificial leather cloth
Marble sawn but not further prepared
Manufactures of paper excluding non-woven gauze
Paints and enamels
Pearls, natural and cultured
Pepper – powder and whole
Plastic manufactures other than pipe fittings and caps and stoppers for the pharmaceutical industry
Plastic sheets and sheeting excluding rigid plastic sheets
Polythene film
Polythene and polyvinyl chloride pipes and fittings
Precious and semi-precious stones and diamonds
Raisins
Rubber manufactures – wholly or mainly of
Silverleaf
Spirits denatured
Textiles and manufactures of textile materials, excluding piece-goods of a value not exceeding Rs. 2, c.i.f. per yard, yarn, thread, canvas, elastic, tyre cord, cellulose wadding, cotton gauze and screen printing cloth
Timber and manufactures thereof
Tobacco
Umbrellas incomplete
Varnishes

All items in the table of Exemptions in the Customs Tariff.'

The rates of duty for industrial machinery (as published in the *Journal* of June 9, 1967) remain unchanged.

All inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Room E48, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3).

AUSTRALIA

Customs invoices

IT HAS COME to the notice of the Australian Customs authorities that consignments of piece-goods have in many instances included quantities of printed, woven or embroidered labels and cardboard tickets intended for attachment to articles made up from the piece-goods. Generally, these labels and tickets have not been separately declared on Customs invoices.

The practice in the past has been to include the cost of labels in the price for the piece-goods but the Customs authorities have now pointed out that this procedure is incorrect and, on and from July 1, 1968, all labels and cardboard tickets must be separately declared on Customs invoices.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W1, quoting reference No. CRE 683/68.

Decisions on tariff classifications

THE AUSTRALIAN Department of Customs and Excise have announced the following decisions on the application of the Australian Customs tariff:

Goods	Classification and Duty under the Australian Customs Tariff	
	Tariff Item	Rate of Duty
Plastic spools or reels of a kind used with cinematographs or tape recorders or with other machines, appliances or apparatus imported without film or tape wound thereon, are classifiable as follows:		
(a) if of a kind usable with cinematographs whether or not to be used with cinematographs	90.10.510	30%
(b) otherwise:		
(i) if usable only on dictating machines	92.13.100	Free
(ii) if usable only on tape recorders or tape players	92.13.900	32½%
(iii) otherwise	39.07.990	30%
Plastic spools or reels imported with the film or tape wound thereon, classification follows that applicable to the film or tape. In this case the rate of duty applicable is to be ascertained in accordance with the Separate Articles Directions specified in the tariff.		

Revision of customs by-laws

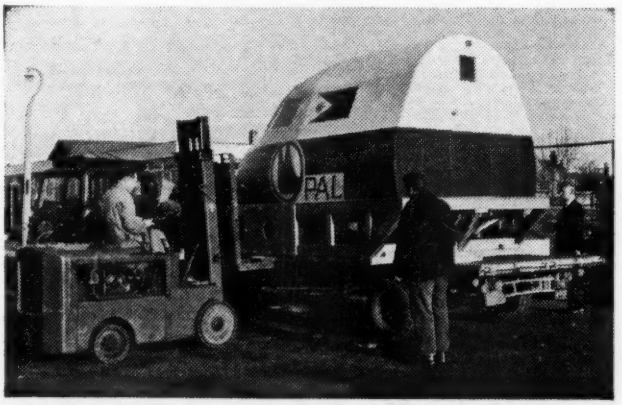
THE AUSTRALIAN Department of Customs and Excise have announced changes in the by-laws shown below. (**Note:** details of new, period and amended by-laws were published in the *Board of Trade Journal*, dated March 8, 1968).

Cancelled by-laws

The following goods are removed from the provisions of by-law entry and will now be classified as indicated below.

Goods	Classification and duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
Powders, foam generating, for use either directly or in combination with other substances in fire extinguishers, under security. The by-law still applies to these goods provided they are in direct transit to Australia on December 7, 1967 and are entered for home consumption within 21 days after importation; or in bond in Australia on December 7, 1967, and are entered for home consumption on or before January 5, 1968	38.17.110	12½%
Fabrics, for use in the manufacture of brassieres, torsolettes, corsets, corsolettes or pantie girdles, under security	50.09.990	Free (Refer also to New By-laws)
Fabrics, not wholly of silk, for use, otherwise than as an interlining, in the manufacture of neckties, under security		
Fabrics, to which paragraph 50.09.39 or 50.09.49 applies, for use, otherwise than as toe puffs, in the manufacture of boots, shoes and slippers, under security		
Fabrics, uninked, for use in the manufacture of inked ribbons of the type used in typewriters or other instruments for the reproduction of letters, figures or characters, under security		
Fabrics, wholly of silk, for use, otherwise than as an interlining, in the manufacture of neckties, under security		
Fabrics, woven in widths not exceeding 26 inches or being multi-coloured fabrics, for use, otherwise than as an interlining, in the manufacture of neckties, under security		
Fabrics, for use in the manufacture of brassieres, torsolettes, corsets, corsolettes or pantie girdles, under security	50.10.900	Free (Refer also to New By-law)
Fabrics, not wholly of silk, for use, otherwise than as an interlining, in the manufacture of neckties, under security		
Fabrics to which paragraph 50.10.39 or 50.10.49 applies, for use, otherwise than as toe puffs, in the manufacture of boots, shoes and slippers, under security		
Fabrics, wholly of silk, for use, otherwise than as an interlining, in the manufacture of neckties, under security		
Fabrics, woven in widths not exceeding 26 inches or being multi-coloured woven fabrics, for use, otherwise than as an interlining, in the manufacture of neckties, under security		
Fabrics, in weaves other than huckaback or honeycomb, wholly of flax or containing not less than 50% by weight of flax, which, by reason of printed or woven designs thereon, or otherwise, are, in the determination of the Minister, identifiable as fabrics specially designed for use as towelling.		
NOTE:		
(1) The Minister has determined that, subject to paragraph (2) this fabric shall:		
(a) Be in widths 16 to 36 inches (both inclusive); and		
(b) Not exceed 8·5 ounces per square yard; and		
(c) Be of plain or matt weaves; and		
(d) (i) Be printed with colours fast to boiling water with designs acceptable by trade usage as tea towelling; or	54.05.910 54.05.920	Free 10%
(ii) Be woven in coloured stripes fast to boiling water and of the kinds normally associated with tea towelling		
(2) Where the Collector is not satisfied that a fabric complies sufficiently with one or other of the foregoing criteria to be readily recognizable as a tea towelling fabric he may require security that the fabric will be used in a factory in the manufacture of tea towels before according admission under this reference.		
Fabrics of plain weave, not being of terry or other pile weaves or of huckaback or honeycomb weaves, in widths not exceeding 54 inches and not exceeding 8·5 ounces per square yard, bleached or unbleached, not printed, dyed or coloured, for use in a factory in the manufacture of tea towels having dimensions not exceeding 36 inches in length and 24 inches in width, under security		
Fabrics to which paragraphs 54.05.99 or sub-paragraph 54.05.932, 54.05.939 or 54.05.949 applies, for use, otherwise than as toe puffs, in the manufacture of boots, shoes and slippers, under security		
Fabrics to which paragraph 54.05.94 or 54.05.99 applies, but not including fabrics containing wool, for use as interlinings in the manufacture of apparel, under security		
Fabrics, wholly of flax, defined for manufacture into quilts bearing markings clearly indicating that the quilts are for use in public hospitals		
Fabrics, wholly of flax or of flax and cotton, which, in the determination of the Minister, are identifiable as fabrics specially designed for use as towelling and are for use in the manufacture of art needlework, under security		
NOTE:		
The giving of security on such fabrics for the manufacture of art needlework may be accepted as their being identifiable as fabrics specially designed for use as towelling.		
Fabrics, defined for cutting up for the manufacture of hemmed or hemstitched cosies, doyleys, handkerchiefs, pillow shams, serviettes, table centres, table cloths, table covers, table runners, tray cloths or window blinds subject to the minimum number of articles in the piece (except as provided hereunder) being:		
Cosies 1 dozen — Table centres 1 dozen Doyleys 1 dozen — Table cloths ½ dozen Handkerchiefs 12 dozen — Table covers ½ dozen Pillow shams 1 dozen — Table runners 1 dozen Serviettes 1 dozen — Tray cloths 1 dozen	54.05.910 54.05.920 54.05.990	Free 10% 35%
Provided that paragraph 54.05.19 applies to any of the fabrics referred to above in any shipment, not being a shipment of different qualities or grades added together, where a proportion not exceeding 10% contains less than the prescribed number of articles in the piece and provided further that, in the case of handkerchiefs more than 2 dozen are contained in the piece, or, in the case of cosies, doyleys, pillow shams, serviettes, table centres, table cloths, table covers, table runners or tray cloths, more than 2 are contained in the piece		
Table cloths, handkerchiefs and serviettes, other than those designed for use without hemming, wholly of flax or containing not less than 50% by weight of flax, imported in an unhemmed unpressed (not smoothed by ironing or by any process having the same effect as ironing) and unboxed condition		
NOTE:		
Table cloths, handkerchiefs and serviettes which have been calendered only may be regarded as unpressed 'Table cloths' covers only such articles in sizes 36 inches by 36 inches and over.		
Fabrics, the following:		
Woven from single yarns, in widths not exceeding 52 inches, bleached, dyed or coloured or printed, not waterproofed, weighing not more than 10 ounces per square yard	54.05.920	10%
Woven from single yarns, weighing not more than 10 ounces per square yard, for use in the manufacture of screen or roller printed fabrics, under security	54.05.990	35%
Fabrics, to which paragraph 57.10.99 applies, for use, otherwise than as toe puffs, in the manufacture of boots, shoes and slippers, under security	57.10.990	35%
Chenille fabrics to which paragraph 58.04.12 applies	58.04.910	Free
Fabrics, for use, otherwise than as toe puffs, in the manufacture of boots, shoes and slippers, under security		
Goldmining cord, a cotton fabric resembling velveteen, for use in the mining industry, under security		
Pile fabric, of cotton and mohair admixed with other fibres, having a woven base to which is attached a short cut pile, for use in the manufacture of trouser banding, under security		
Pile fabrics, for use in the manufacture of fur toys or of brassieres, torsolettes, corsets, corsolettes or pantie girdles, under security	58.04.990	Free
Pile or partly piled fabrics, in widths not exceeding 12 inches, for use in the manufacture of weatherstrip channels or mouldings, under security		
Velour, composed of cotton or of cotton and wool or of cotton and man-made fibres of the polyamide type, for use in the manufacture of powder puffs, under security		
Velvet and velveteen, for use in the manufacture of artificial flowers, under security		
Velveteen, for use in the manufacture of spectacle cases or toys, under security		
Fabrics, wholly of silk or containing silk, but not containing wool, for use in the manufacture of hat or cap linings, under security	58.05.211, 219, 290, 411 419, 490	Various
Headbands, for books		
Pile fabric, of cotton and mohair, admixed with other fibres, having a woven base to which is attached a short cut pile, for use in the manufacture of trouser banding, under security	58.05.220 58.05.420	Free Free
Pile or partly piled fabrics, for use in the manufacture of weatherseal channels or mouldings, under security		
Tubing, for use in the manufacture of artificial flowers	58.05.211, 290, 411, 490	Various
Braid, gold or silver, for use with naval or military uniforms, under security	58.07.300	25%
Fringes, bullion, gold or silver, pure or alloyed, as used in the manufacture of lodge regalia, banners and ecclesiastical vestments	58.07.900	Free
Gimps, furniture		

(*Continued on next page*)



A Redifon flight simulator being lifted on to a 'low-loader' at the Aylesbury works of Redifon Air Trainers Limited. The simulator is seen at the beginning of a journey to the Philippines, and the value of this order to Britain was over £100,000.

AUSTRALIA, *continued*

Goods	Classification and duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
Fabrics, for use, otherwise than as toe puffs, in the manufacture of boots, shoes and slippers, under security of boots, shoes and slippers, under security	58.08.000	Free
Net, for use in the manufacture of brassieres, torsolettes, corsets, corsolettes or pantie girdles, under security		
Corners, lace, for use, in the manufacture of handkerchiefs, under security		
Fabrics, for use otherwise than as toe puffs, in the manufacture of boots, shoes and slippers, under security		
Lace, for use in a clothing factory, in the manufacture of infants' apparel, lingerie, bed jackets, negligees or brunch coats, under security	58.09.100	Free
Lace, gold or silver, for use with naval or military uniforms, under security	58.09.900	
Lace, lace net or net, for use in the manufacture of brassieres, torsolettes, corsets, corsolettes or pantie girdles, under security		
Lace, unfinished (i.e., in the state in which it leaves the loom or the bleaching and dyeing house), in widths not less than 50 inches		
Applique work, of imitation precious stones on a textile base, defined for cutting into inserts for powder compacts or in motifs suitable for use as inserts for powder compacts		
Articles, embroidered, on a web foundation, bleached or dyed, unfinished, in the state in which they leave the embroidery machine, in widths of not less less than 150 inches	58.10.100	Free
Fabrics embroidered in the piece, in widths 150 inches or over, bleached or dyed, unfinished (i.e., in the state in which they leave the embroidery machine), defined for cutting into separate articles or otherwise	58.10.900	10%
Motifs without visible background, being corners for use in the manufacture of handkerchiefs, under security		
Blanketing, for use in paper-making machines, under security		
Cloths, piano, for use with actions or key boards for pianos and player pianos, under security	59.02.000	15%
Felt, tarred, of a kind used in the manufacture of boots, shoes or slippers		
Cordage, white (also known as white yarn), composed of a hempen fibre derived from the aloe plant, for use in the manufacture of mats or matting, under security	59.04.999	10%
Buckram and similar woven fabrics for hat foundations and similar uses	59.07.000	Free
Fabrics, impregnated with an insulating substance, excepting tubular braids and sleevings, waterproofed tape or textile strip prepared with oil, but not excepting, whether tape, strip or in the piece:		
Empire cloth		
Oiled silk cloth	59.09.000	Free
Oiled cloth of man-made fibres		
for use in electrical apparatus and appliances, under security		
Black oil baize for use in the manufacture of exercise books and note books, under security		
Oil baize other than fabrics surfaced in only one colour, plain or embossed		
Fabrics, other than leathercloth, for use, otherwise than as toe puffs, in the manufacture of boots, shoes and slippers, under security		
Fabrics, impregnated with an insulating substance, excepting waterproofed tape or textile strip, prepared with rubber, for use in electrical apparatus or appliances, under security		
Fabrics, waterproofed, consisting of woven nylon fabrics coated on each side with acrylonitrile synthetic rubber, weighing not more than 4 ounces per square yard, as used in the manufacture of diaphragms for meters and the like	59.11.900	Free
Fabrics, waterproofed, cotton, coated on both sides with an adhesive preparation containing rubber, but not further coated or backed, of a kind used in mounting stereos in the printing industry		
Leathercloth, for use as an unexposed plumping, backing or reinforcement in the manufacture of boots, shoes and slippers, under security		
Fabrics, impregnated with an insulating substance, excepting waterproofed tape or textile strip prepared with pitch or bitumen, for use in electrical apparatus or appliances, under security	59.12.900	Various
Lampwicking, cotton, defined for use in the manufacture of wicks for kerrosene incandescent mantle lamps, under security	59.14.000	25%
Bags, filter, including nets therefor, for use with self-washing wine filters, under security		
Belts, conveyor, endless, as used in cigarette-making machines	59.17.190	15%
Blankets, endless, as used on sanforizing machines		
Blankets, printers', other than wholly of felt, for use with printing machines, under security		
Burnishing pads or dusting bands, of a kind used solely or principally with printers' bronzing machines		
Card cloth		
Cloths, press, defined for making up or made up, for use in connection with the manufacture of apple juice, cider or vinegar, under security		
Covers, felt (so-called), being woven material for covering the rollers of textile-working machines, under security		
Felt, being a woven fabric heavily felted, specially constructed for use with biscuit machines, under security		
Felt (so-called), being woven material for covering the rollers of sand-papering machines, textile-working machines, cordage-making machine, leather-working machines or tanning machines, under security	59.17.990	Various
Felt (so-called), being woven material with a felted surface, for use as pads in collar and shirt-ironing machines, under security		
Felt, woven, interlock		
Materials, in the piece, other than materials wholly of felt, for use as printers' blankets, under security		
Sleeves, felt, of a kind used on rubber roll putting-out machines (leather-working)	59.17.196	15%

Logs for Japan are hauled in New Zealand by a British built tractor – an AEC Mammoth Major eight wheeler which was recently delivered to R. F. Morrison Ltd. of Rotorua. The tractor, coupled to the spaced axle trailer, gives a good weight distribution and allows for a legal payload of 25½ tons. Two more AEC eight wheel tractors were recently put into operation in the logging industry and operate between Kinleigh and Mt. Maunganui.

Goods	Classification and duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
Fabrics resembling lace, for use, in a clothing factory, in the manufacture of infants' apparel, lingerie, bed jackets, negligees or brunch coats, under security	60.01.1	
Fabrics resembling lace, lace net or net, for use in the manufacture of brassieres, torsolettes, corsets, corsolettes or pantie girdles, under security	60.01.1	
Fabrics, not being fabrics to which paragraph 60.01.91, 60.01.92 or 60.01.93 applies, as follows:	60.01.1	
Not containing wool or containing less than 20% by weight of wool, for use in the manufacture of boots, shoes and slippers, under security		See New By-laws under item 60.01
Of cotton or of man-made fibres, simplex knitted, for use in the manufacture of gloves, under security		
Of cotton, other than:		
(a) textile fabrics of a kind used with machines in the textile or dyeing industries or in laundries; or		
(b) tubular or net fabrics of a kind used in the packing and display of merchandise other than meat,		
for use in the manufacture of goods other than the following:		
apparel		
coated fabrics		
polishing or cleaning cloths,		
under security		
Of man-made fibres, or containing a mixture of fibres including man-made fibres, for use as or in the manufacture of meat wraps, under security		
Velour, composed of cotton or of cotton and wool or of cotton and man-made fibres of the polyamide type, for use in the manufacture of powder puffs, under security	60.01.1	Refer to By-laws under item 60.01 regarding pile fabrics
Velvet and velveteen, for use in the manufacture of artificial flowers, under security	60.01.1	
Velveteen, for use in the manufacture of spectacle cases or toys, under security	60.01.1	
Fabrics, other than elastic, for use, otherwise than as toe puffs, in the manufacture of boots, shoes or slippers, under security	60.06.900	20%
Quilts, Grecian or marcella, bearing marking clearly indicating that the quilts are to be used in a public hospital	62.02.600	Free
Blocks, malleable, canvas and filled, used by wigmakers		
Booties (worn over boot or shoe), surgeons', incorporating a conductive strapping for grounding the wearer's static electricity		
Frames, lace or resembling lace, for use in the manufacture of handkerchiefs or napery, under security	62.05.900	25%
Masks, face, with filter of glass fibres, as used by surgeons and attendants in operating theatres		
Umbrella and sunshade parts, as follows:		
Bands, textile		
Caps, textile		
Materials, for use in the manufacture of parasol, sunshade or umbrella handles, under security	66.03.000	20%
Measuring or checking instruments and apparatus, to which sub-item 90.28.1 applies, the following	90.28.110	32½%
meters, frequency. The by-law still applies to these goods provided they are:	90.28.190	35%
in direct transit to Australia on December 20, 1967, and are entered for home consumption within 21 days after importation; or		
in bond in Australia on December 20, 1967, and are entered for home consumption on or before January 18, 1968.		
Records, gramophone, being recordings of sound waves of nominated frequencies, imported by or for use by qualified medical practitioners, under security	92.12.900	Free
Records, gramophone, phonograph and other talking machines, for teaching languages	92.12.900	
Heads, cutting, as used in connection with the production of gramophone records	92.13.100	
Needles, recording, diamond-tipped, sapphire-tipped or of high grade steel, stylus-pointed, as used in connection with the production of gramophone records	92.13.100	Free

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor,* Board of Trade Journal, *Room 127, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2653/6) and not to Her Majesty's Stationery Office.

Tariff changes

CHANGES have been made in the Australian Customs Tariff affecting the rates of duty payable on (a) stoves, ranges, cookers and the like, (b) metalworking circular sawing machines, and (c) felts for papermaking machines.

Full details of these changes will be published in the *Board of Trade Journal* as soon as possible. In the meantime details of the tariff changes may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468), as soon as these are received,

Tariff preferences for less developed countries

IN THE *Board of Trade Journal* of May 20, 1966, details were given of provisions made for preferential duties to be accorded to selected imports from less developed countries following the granting of the necessary GATT waiver to Australia.

Those provisions included a preferential tariff rate of 10 per cent *ad valorem* for imports from less developed countries of cotton, linen or ramie fabrics of huckaback or honeycomb weave (tariff items 54.05.100 (formerly 54.05.91) and 55.09.110 (formerly 55.09.13)) within an annual quota of $A20,000. Hong Kong was specifically excluded from the preference on those fabrics.

The Australian Government has now, however, notified the GATT that it considers it appropriate for Hong Kong to share in those preferences from July 1, 1968,

CANADA

'Not made in Canada' ruling

THE FOLLOWING RULING has been made in Canada for Canadian Customs purposes:

Of a 'class or kind not made in Canada':

Acid, desoxycholic (deoxycholic)
Apiol, green
Extract, aconite
Extract, balm of gilead
Extract, colchicum corms and seed
Extract, colocynth compound
Extract, ergot
Extract, jalap resin
Extract, juniper berries
Extract, mandrake
Extract, podophyllin
Meprobamate (2-methyl-2-n-propyl-1,3-propanediol dicarbamate) 2-methyl 2-n-propyl-1,3-propanediol
Oleoresin capsicum
Oleoresin pepper
Rutin

(Ruling effective March 7, 1968).

The above information is contained in Canadian Department of National Revenue Memorandum D51-33-2 dated March 7, 1968.

UNITED STATES

Fair Packaging and Labelling Act

THE UNITED STATES Food and Drug Administration has now published an amendment to the statement of policy issued July 11, 1967, dealing with the orderly disposition of label and package stocks in inventory and not complying with section 4 of the Fair Packaging and Labelling Act.

The amendment sets out in detail the procedures to be followed in requesting an extension of time for utilizing such packages and labels.

Copies of the amendments can be obtained from the United States Section, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397),

(UNITED STATES *continued on next page*)

Abel Tasman

first sighted
New Zealand in 1642

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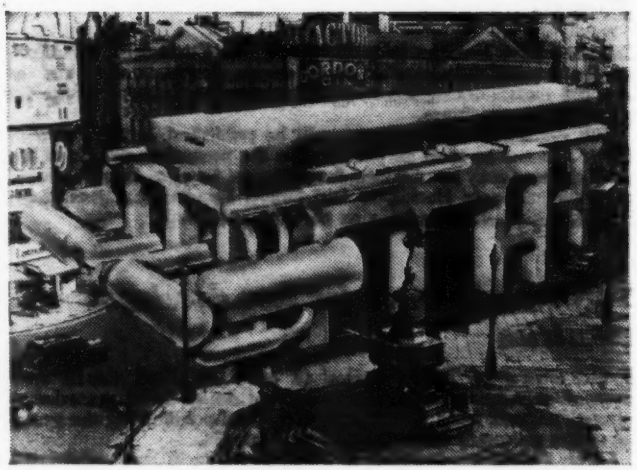
UNITED STATES, *continued*

Transportation of hazardous materials

THE UNITED STATES Hazardous Materials Regulations Board, Department of Transportation, invite public comment on several miscellaneous amendments proposed by industry and Government agencies for the transportation of hazardous materials. The proposals primarily concern flammable liquids, explosives, rocket fuels, extremely cold liquids, compressed gases under pressure and similar substances. The proposals include provision for the re-definition of such terms as 'cargo tank', 'portable tank' and 'tank motor vehicle' as well as the term 'flammable liquid', so that it is more comparable to national and international industry standards and more readily recognizes conditions normally incident to transportation. Certain exemptions will be considered for packaged alcoholic beverages, distilled spirits and high wines.

Comments on the proposed amendments should be addressed to the Secretary, Hazardous Materials Regulations Board, Department of Transportation, 400 Sixth Street, S.W., Washington DC to arrive before May 1, 1968.

Details of the proposals may be obtained from the United States Section, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 3365).



This is how one of the two huge turbogenerator sets to be built by English Electric at Rugby and Stafford for an atomic power station in California would look if it was taken in one piece to the docks for export via Piccadilly Circus, London. Worth $10.8 *million, each turbogenerator weighs* 3,000 *tons and is* 200 *ft. long, but they will not cause any hold-ups because they will be dismantled after testing and shipped in several hundred separate pieces. Each giant machine will generate enough electricity to keep* 800,000 *electric fires continuously burning. Lord Nelson of Stafford, chairman and chief executive of English Electric, said that the order was the result of the company's special export campaign. During* 1967 *export orders worth* £130 *million were placed with the company's British factories and a further* £75 *million of orders were received by its factories overseas. Deliveries from the home and overseas factories during the year totalled* £154 *million,* £47 *million more than in* 1966.

PERU

90-day ban on luxury import items

THE *Board of Trade Journal* dated March 8, 1968, reported that the Peruvian Government has imposed a 90-day ban on certain luxury and inessential items. The first part of the list is set out below; the remainder will be given in next week's issue of the *Journal*.

List of import restrictions on luxury items to Peru

Tariff	Item No.	Description
01.02	1.02	Live horses, asses, mules and hinnies.
	1.03	Horses for racing.
	1.03	Horses for polo playing.
02.02		Dead poultry (that is to say, fowls, ducks, geese, turkeys, and guinea fowls) and edible offals thereof (except liver), fresh, chilled or frozen:
	.001	Dead poultry; poultry meat.
	.002	Offals.
02.03		Poultry liver, fresh chilled, frozen, salted or in brine:
	1.01	Fresh, chilled or frozen.
	1.02	Salted or in brine.
	9.01	Others: fresh, chilled or frozen.
	9.02	Others: salted or in brine.
02.04		Other meat and edible meat offals, fresh, chilled or frozen:
	1.01	Whale meat.
	1.99	Other.
	2.01	Offals.
02.05		Rendered pig fat free of lean meat and unrendered poultry fat, fresh, chilled, frozen, salted, in brine, dried or smoked:
	3.01	Fresh, chilled or frozen.
	3.02	Salted, in brine, dried or smoked.
02.06		Meat and edible meat offals (except poultry liver), salted, in brine, dried or smoked:
	1.01	Meat, salted, in brine dried or smoked (except that falling within items 02 and 03):
	9.02	Offals.
03.01		Fish, fresh (live or dead), chilled or frozen:
	1.01	Intended for re-stocking purposes, including fry for the same purposes.
	1.99	Other.
	2.01	Tunny.
	2.99	Other.
03.02		Fish, salted, in brine, dried or smoked:
	1.01	Herring.
	1.99	Other.
	2.01	Cod and the like (klipp fish, etc.).
	2.99	Other.
	3.01	Fishmeal fit for human consumption.
	3.99	Other.
03.03		Crustaceans and molluscs, whether in shell or not, fresh (live or dead), chilled, frozen, salted, in brine, or dried, crustaceans, in shell, simply boiled in water:
	1.02	Fresh, chilled, or frozen.
	1.99	Other.
	2.02	Molluscs and other shell fish: fresh, chilled, or frozen.
	2.99	Other.
04.06		Natural honey:
	0.01	Natural honey.
05.01		Human hair, unworked, whether or not washed or scoured: waste of human hair:
	0.01	Hair.
	0.02	Waste.
05.03		Horsehair and horsehair waste, whether or not put up on a layer or between two layers of other material:
	1.01	Not further prepared than washed or scoured, including that sorted by length.
	1.02	Prepared (bleached, dyed or curled, including that put up on a layer or between two layers of other material).
	2.01	Waste.
05.05		Fish waste:
	0.01	Fish waste.
05.07		Skins and other parts of birds, with their feathers or down, feathers whether or not the quills or part of the scapes have been removed, feathers split into two along their length, down barbs (including barbs with part of the scape attached, whether or not with trimmed edges), quills and scapes, unworked, cleaned, disinfected or treated for preservation, but not otherwise worked:
	0.01	Skins and other parts of birds, with their feathers or down.
	0.03	Powder and waste.
05.08		Bones and horn-cores, unworked defatted, simply prepared (but not cut to shape), treated with acid or degelantenized, powder and waste of these products:
	0.01	Bones and horn-cores.
	0.99	Other.
05.09		Horns, antlers, hooves, nails, claws and beaks of animals, unworked or simply prepared but not cut to shape, and waste and powder of these products, whalebone and the like, unworked or simply prepared but not cut to shape, and hair and waste of these products:
	0.01	Horns, antlers, hooves, nails, claws and beaks.
	0.99	Other.
05.10		Ivory, unworked or simply prepared but not cut to shape; powder and waste of ivory:
	0.01	Unworked or simply prepared.
	0.02	Powder and waste.
05.11		Tortoise-shell (shell and scales), unworked or simply prepared but not cut to shape; claws and waste of tortoise-shell:
	0.01	Tortoise-shell (shells and scales).
	0.02	Claws and waste of tortoise-shell.
05.12		Coral and similar substances, unworked or simply prepared but not otherwise worked; shells, unworked or simply prepared but not cut to shape; powder and waste of shells:
	0.01	Coral and similar substances.
	0.02	Shells.
05.13		Natural sponges:
	0.01	Raw, washed or simply cleaned.
	0.02	Prepared.
06.03		Cut flowers and flower buds of a kind suitable for bouquets or for ornamental purposes, fresh, dried, dyed, bleached, impregnated, or otherwise prepared.
	0.01	Fresh.
	0.99	Other.
06.04		Foliage, branches and other parts (other than flowers or buds) of trees, shrubs, bushes and other plants, and mosses, lichens and grasses, being goods of a kind suitable for bouquets or ornamental purposes; fresh, dried, dyed, bleached, impregnated or otherwise prepared:
	0.01	Fresh.
	0.09	Other.
07.01		Vegetables, fresh or chilled:
	9.01	Olives.
	9.99	Other.
07.02		Vegetables (whether or not cooked), preserved by freezing:
	0.01	Asparagus.
	0.99	Other.
07.03		Vegetables provisionally preserved in brine, in sulphur water or in any other preservative solutions, but not specially prepared for immediate consumption:

Tariff	Item No.	Description
	0.01	Olives.
	0.99	Other.
07.06		Manioc, arrowroot, salep, Jersualem artichokes, sweet potatoes and other similar roots and tubers with high starch or inulin content, fresh or dried, whole or sliced; sago pith:
	0.01	Manioc.
	0.99	Other.
08.02		Citrus fruit, fresh or dried;
	0.01	Lemons.
	0.99	Other.
08.03		Figs, fresh or dried:
	0.01	Fresh.
	0.02	Dried.
08.04		Grapes, fresh or dried:
	0.01	Fresh.
	0.02	Dried.
08.07		Stone fruit, fresh:
	0.01	Peaches.
	0.99	Other.
08.08		Berries, fresh:
	0.01	Strawberries.
	0.99	Other.
08.09		Other fruit, fresh:
	0.01	Melons.
	0.99	Other.
08.10		Fruit (whether or not cooked), preserved by freezing not containing added sugar:
	0.01	Apples.
	0.99	Other.

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms are published each week in the Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.*

London MG dealer and racing driver John Sprinzel recently handed over the thousandth BMC car he has delivered to customers in the past two years. Taking delivery of a red MG B GT is Brigadier-General John Kelsey, of the United States Army. The car is fully equipped to meet the United States safety specifications. Over 300 *cars worth half a million dollars have been sold to overseas customers by Mr. Sprinzel during the same period.*

Report on Overseas Trade

Prepared by the Statistics Division of the Board of Trade

Summarizes each month the broad pattern of United Kingdom trade. It includes tables of imports, trade in commodity groups with the principal areas of the world, exports and balance of trade by countries, indices of volume changes and import and export prices. "... *essential statistical data on the really important aspects of this country's trade ... in exceedingly convenient form.*" – *The Times.*

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Government publications can be purchased from the Government Bookshops in London (post orders to P.O. Box 569, *S.E.*1), *Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through any bookseller.*

HMSO

Index to statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

Title	*Last published*
Air transport:	
Activity at UK aerodromes (M)	23 Feb. 1968
Aircraft noise at Heathrow Airport (Q)	This week
Mileage and traffic (M)	15 Mar. 1968
Trade by air (6-M)	This week
Balance of payments (Q)	13 Sept. 1967
Bankruptcy orders (Q)	2 Feb. 1968
Busines names registered (A)	9 Feb. 1968
Capital expenditure:	
By industry (Q)	1 Mar. 1968
Distributive and service trades (A)	23 Feb. 1968
Industry's investment intentions (3 times a year)	26 Jan. 1968
Catering trades turnover (M)	15 Mar. 1968
Chemical industries production (6-M)	17 Nov. 1967
Companies:	
Income and finance (Q)	2 Feb. 1968
New companies registered:	
Gt. Britain (M)	23 Feb. 1968
N. Ireland (M)	This week
Construction work overseas (A)	13 Oct. 1967
Credit:	
Instalment and credit business (M)	9 Feb. 1968
International trade credit (A)	21 July 1967
Engineering and electrical goods:	
Deliveries of certain products (Q)	5 Jan. 1968
Production, exports and orders (M)	1 Mar. 1968
ECGD business (Q)	3 Nov. 1967
Film industry:	
British Film Fund agency returns (M)	15 Mar. 1968
Cinema admissions and takings (M)	29 Feb. 1968
Overseas payments and earnings (A)	6 Jan. 1967
Registration of films (A)	23 Feb. 1968
Trends in film-going (A)	20 Oct. 1967
Food:	
Consumption levels (A)	8 Mar. 1968
Household consumption (Q)	15 Mar. 1968
Footwear industry orders (M)	15 Mar. 1968
Foreign trade:	
Commonwealth trade (A)	7 July 1967
EFTA trade (Q)	1 Dec. 1967
Sterling area trade summary (Q)	9 Feb. 1968
Trend in exports of manufactures (A)	27 Oct. 1967
World trade and production (Q)	1 Mar. 1968
Foreign trade of the UK:	
Unit value and volume index nos. (M)	8 Mar. 1968
Value of overseas trade (M)	This week
Value of overseas trade: analysis of trends (Q)	10 Nov. 1967
Gold and convertible currency reserves (M)	8 Mar. 1968
Hairdressing trades turnover (M)	15 Mar. 1968
Hire-purchase:	
Assets and liabilities of HP companies (Q)	16 Feb. 1968
Business (M)	8 Mar. 1968
Industrial building provisional figures (Q)	26 Jan. 1968
Industrial production:	
Index nos. (M)	1 Mar. 1968
N. Ireland index (M)	1 Mar. 1968
Insurance companies:	
Assets (A)	4 Aug. 1967
Transactions (Q)	22 Dec. 1967
Investment and earnings overseas (M)	30 June 1967
Laundries and dry cleaners turnover (M)	15 Mar. 1968
Machine tools deliveries and orders (M)	15 Mar. 1968
Man-made fibres:	
Analysis of production (A)	7 April 1967
Analysis of production (Q)	5 Jan. 1968
Deliveries (Q)	10 Nov. 1967
Production (M)	8 Mar. 1968
Motor industry:	
Car and commercial vehicle production (M)	1 Mar. 1968
Motor trades turnover (M)	This week
Nationalized industries overdrafts (M)	2 Feb. 1968
Partnerships registered (A)	10 Feb. 1967
Pension funds:	
Assets (A)	7 July 1967
Transactions (Q)	8 Mar. 1968
Retail prices index (M)	29 Feb. 1968
Retail trade:	
Index nos. (M)	8 Mar. 1968
N. Ireland index (M)	23 Feb. 1968
Royalty transactions (A)	21 July 1967
Shipping:	
Movement at UK ports (M)	23 Feb. 1968
Nationality of vessels in UK sea-borne trade (A)	20 Oct. 1967
Stocks:	
Distributive and service trade (A)	23 Feb. 1968
Manufacturers', wholesalers' and distributors (Q)	1 Mar. 1968
Retail (M)	8 Mar. 1968
Television:	
Overseas payments and earnings (A)	6 Jan. 1967
Textiles:	
Clothing and textile orders and deliveries (M)	This week
Cotton production (M)	This week
Wholesale houses sales (M)	15 Mar. 1968
Wool exports (Q)	24 Nov. 1967
Wool output (M)	This week
Tourism:	
International tourism (A)	29 Sept. 1967
UK tourist traffic (M)	1 Mar. 1968
Wholesale prices:	
Average prices of selected commodities (A)	24 Feb. 1967
Index nos. (M)	15 Mar. 1968

Board of Trade Departments, etc. *Subject*	*Last published*
Board of Trade addresses	23 Feb. 1968
Board of Trade Regional organization	This week
British and Commonwealth chambers of commerce and other British business organizations overseas	10 Nov. 1967
British commercial representatives overseas	15 Mar. 1968
Customs notices of interest to exporters	15 Mar. 1968
Directory of Board of Trade Departments and their work	26 May 1967
ECGD head offices	9 Feb. 1968
Official Receivers' Offices	16 Dec. 1967
United States consular offices in the UK	17 June 1966

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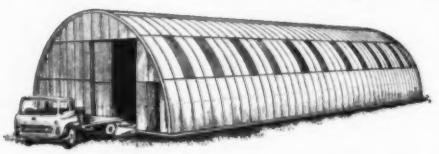

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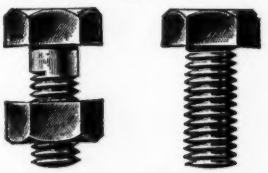

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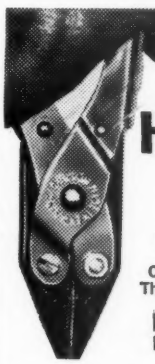

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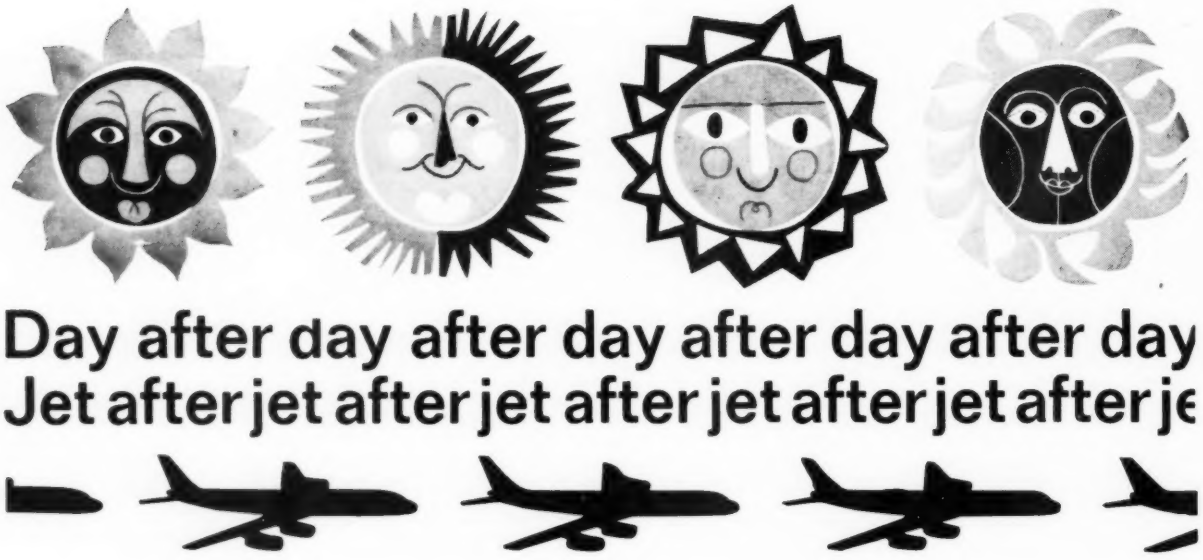

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